

Next 2018 Newsletter from the Business Centre Specialist



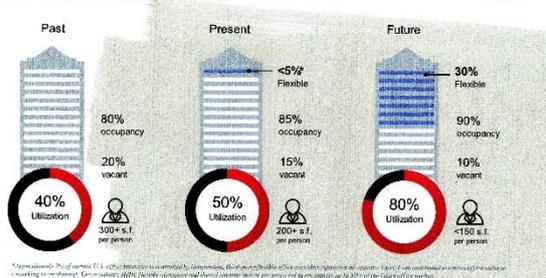
Flexible Space Revolution

Throughout my entire career (which began in 1972) I have been an advocate of flexible space. Indeed, when I was qualifying for my RICS certification, I had to do a 'Test of Professional Competence' which involved writing a paper on a subject of my choice. I decided to write one on a small multi-occupied building in Galson, Ayrshire which was effectively a forerunner to business centres. The RICS rejected my proposal. They did not think that it was relevant as there was no future in it, so I had to select another subject.

45 years on JLL have produced this report "Bracing for the Flexible Revolution" They predict that 30% of commercial space could become flexible, helping to maximise utilisation and maximise occupancy.

<http://www.jll.com/Documents/research/pdf/Flexible-Space-2017.pdf>

JLL forecasts a flexible space revolution



The content will come as no surprise to my clients and business centre operators but this report is worthwhile reading as it clearly sets out the case for flexible space.

As usual however, it concentrates on major cities but flexible space can work anywhere.

One of the reasons for growth is that workers are demanding to work closer to home. With the 'work anywhere' culture it is no longer necessary to work in London or the larger cities.

In my view therefore, flexible space can work almost anywhere. The report also gives a great summary of the reasons why businesses and people choose flexible space.

Flexible offices need the human touch to survive.



This article appeared in property week by Giles Fuchs, Chief Executive and co-founder of Office Space in Town.

Have a read of the article which makes a lot of sense.

https://www.propertyweek.com/feedback/flexible-offices-need-the-human-touch-to-thrive-/5099927.article#.W_RW5n5S2kg.linkedin

My concern is that there are a lot of older business centres in the UK, which may well offer good customer service but are falling behind the times in terms of technology, content, style of fixtures and fittings and overall presentation. They have become dated and tired by comparison to the new breed of centres which are emerging. These are the centres which are more at risk from increased competition and will either fail, or have to reduce prices simply to maintain occupancy. It may be that investment will be needed to bring these older centres up to date to compete in an ever changing marketplace.

Free Seminar - Wednesday 23rd January 2019

Reserve your place now.



If you are free on 23rd January 2109, you are invited to attend a free seminar specifically for business centre operators. This is one of a very successful series of seminars organised by IPX-Change, Rio Designs and myself. It is not a sales pitch and is genuinely an informative event. The content is

- Opportunities and challenges in the booming flexible workspace market
- Sq ft per person – What works and how?
- Best practice in IT and telecoms
- Co-working space – getting it right

The seminar is held at Milliken, 5 Berry Street, London, EC1V 0AA.

If you would like an invitation, please get in touch with me and I will arrange for one to be sent nearer the time.

UK Market Summary 2018: Office Freedom Report on London



This report will only really be of interest to business centre operators in London or those thinking of expanding into London.

In summary, although demand is increasing in London, the desk rate is dropping due to the number of new centres opening.

<https://blog.searchofficespace.com/wp-content/uploads/2018/08/2018-Flexible-Workspace-Report.pdf>

Improve your internet for free (and make a profit!)

I mentioned this in my previous newsletter and I am advised that the scheme is still running and there is still time to apply.

Every business centre operator knows that the most important physical aspect of a modern business centre is the internet supply. Businesses cannot work without it and with the rise of 'The Internet of Things' a good internet is no longer good enough, it has to be great and far better than you can get at home.

The Government are currently running **The Gigabit Broadband Voucher Scheme**. This is something you as a business can use to upgrade your network and make your business centre more attractive at the same time.

As a business centre, you may be eligible for up to £3k per company in your centre therefore if you have, say, 30 clients occupying your centre you could be looking at £90k to increase the IT infrastructure at your centre.

The details are here

<https://gigabitvoucher.culture.gov.uk/>

You do need to have a registered supplier to access this scheme.

I have been working with a registered supplier and can introduce you to them. If you are interested, please get in touch with me at thomas.m.stokes@gmail.com

Real Estate firms moving into the ‘flexible space market’

The latest Real Estate organisation to move into the market is CBRE who have launched their brand ‘Hana.’ They intend to provide flexible office space and coworking memberships under management agreements with landlords.

Savills had previously launched their ‘Workthere’ brand which is a stand-alone brokerage service specifically for the flexible space industry and both JLL and Colliers have established dedicated flexible workspace teams.

<https://www.cbre.com/real-estate-services/directory/flexible-space-solutions>

<https://www.hanaworkplaces.com/#>

<https://www.workthere.com/>

Workspace Charging Grant



With the growth of electric vehicles there will be an increasing demand for workspace charging points. I am aware that a number of business centres have already installed EV charging points but I wondered if any centres have applied for the Government grant of 75% of cost up to £500?

The definition of an applicant is

“A party who has declared an existing or future need for charging infrastructure. For the purposes of this scheme, an applicant can be any eligible business, charity or public sector organisation. An applicant must have permission to install charging infrastructure at designated off-street parking facilities dedicated to staff and/or fleet use”

I think a robust argument could be made to install charging points into a business centre especially if you have had a request from one of your clients or your staff.

<https://www.apply-workplace-chargepoint-grant.service.gov.uk/guidance.pdf>

If you have had experience of this, please let me know.

SME's lead in job creation



SME employment growth is three times faster than larger businesses according to research carried out by Santander. It predicts that SME's will employ more people in real terms than larger firms by 2030. Is it any wonder why there has been growth in flexible space operators in recent years when this is happening?

https://www.santander.co.uk/uk/infodetail?p_p_id=W000_hidden_WAR_W000_hiddenportlet&p_p_lifecycle=1&p_p_state=normal&p_p_mode=view&p_p_col_id=column-2&p_p_col_pos=1&p_p_col_count=3&_W000_hidden_WAR_W000_hiddenportlet_javax.portlet.action=hide_nAction&_W000_hidden_WAR_W000_hiddenportlet_base.portlet.view=ILBDInitialView&_W000_hidden_WAR_W000_hiddenportlet_cid=1324584441723&_W000_hidden_WAR_W000_hiddenportlet_tipo=SANContent



The BCA Gala Dinner – are you attending?

The BCA gala dinner takes place on 30th November. I will be attending. If you are there, perhaps we can catch up?

BCA Appoints Jane Sartin as New Executive Director

The BCA has appointed a new Executive Director, Jane Sartin, who will take over leadership of the association from Jennifer Brooke later this year.

Details of her appointment are on the BCA website <https://www.bca.uk.com/news/bca-appoints-jane-sartin-as-new-executive-director>



Opportunities to purchase business centres.

Liverpool area – A small business centre for sale freehold. Email me for details.

East Midlands –Very large business centre for sale as a going concern. Please email me if you would like details sent to you.

Kirkintilloch – Business centre for sale. Currently full but with development potential into adjoining properties.

Rugby – property of just under 5000 sq ft suitable for conversion to business centre. Owner will consider assisting with fit out costs

Previous Newsletters

If you are new to my newsletters, I have a link to all of my previous newsletters on my web site. I have recently changed the format and included a short note on the content.

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



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

If you require any assistance with:-

- *The development of a new centre*
- *Improving the performance of an existing centre*
- *Selling your centre or purchasing*
- *Management agreements*
- *General advice about business centres and flexible space*

Please get in touch

Tom Stokes FRICS

07879 48 58 98

www.thebusinesscentrespecialist.co.uk

Blog: www.thebusinesscentrespecialist.wordpress.com

<https://twitter.com/flexibleexpert>

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

Unsubscribe

As a reminder, if you do not want to receive my newsletter you can **unsubscribe at any time**. You can do this by replying to the email and typing the word "Unsubscribe" in the subject or main body of the text. I will remove your email address from my mailing list and you will receive no further emails from me.

My GDPR

The Business Centre Specialist is committed to protecting and safeguarding your personal data as a member of the business centre community, whether it be serviced offices, coworking, managed workspace, virtual offices, meeting rooms or occasionally self-storage. I want to keep in touch with you, offering you support and services to enhance your product, whether it is simply providing you with my newsletters or advising of opportunities to develop your business.

From the 25th May, the new **General Data Protection Regulation (GDPR)** put you in charge of your personal data.

My policy is that the data I hold is purely about business centres either provided by you or available from your web site;

You now have **the right to**:

- Retrieve the data I hold about you if any;
- Manage the information I send you;
- Ask to unsubscribe from my communications to you at any time.

For any other requests regarding your personal data, including requesting access to the data I hold about you please email me at thomas.m.stokes@gmail.com

Remember that I will never sell your data or share with anyone else.

Your data is safe with me – and stays with me.