

concession

NEWS

UPDATE

CONCESSION SPACE WANTED!



In this week's edition of Concession News, we look at FF-Garden Centre Services the specialist concession letting and management service from First Franchise Ltd, who are working with garden centres to source, identify, negotiate and install new concession tenants with garden centre owners.

First Franchise are offering garden centre owners the opportunity to work with the industry's experts to identify areas within their sites that would be suitable for Concessions and instruct First Franchise to work with them to secure new, long term agreements.

As the UK's only dedicated service for concession operations within garden centres, First Franchise are able to offer garden centre owners access to their knowledge and experience in sourcing and negotiating terms with their concessions, to ensure the maximum revenues are achieved and the most secure terms are put in place.

In addition, FF-Garden Centre Services can manage agreements when tenants are on site by providing advice on agreement renewals and rent reviews.

A number of garden centres currently do not have agreements in place that cover the operation of their concessions. This could result in tenants trading illegally. Lapsed or expired agreements may also affect the value of the garden centre which could cause an issue in the event the owner is looking to sell.

As a result, First Franchise are able to offer garden centres the opportunity to secure their concession tenants with new terms and improved paperwork which will secure the longevity of the onsite partnership.

With the market knowledge, access to information and experience in finding, placing and managing concessions within garden centres, First Franchise Ltd are able to provide garden centres with the best advice to secure the best terms, in all aspects of the agreement.



Graham Pugh of Pughs Garden Centres who has used the service provided by FF-Garden Centre Services commented *“Using First Franchise to provide new agreements for our existing tenants provided us with the best possible arrangement going forward. The communication with both my tenants and myself was excellent. We are now able to plan for the future in partnership.”*

Richard Lewis, Business Development & Marketing Manager of First Franchise Ltd *“Using our expertise of installing and managing Concessions within Garden Centres, we are able to work with garden centre owners to ensure they achieve the best rents for their tenants and secure agreements.”*

For more information about how First Franchise can assist you find a concession or maximise an existing agreement, Contact Us now – 01737 735041, richard.lewis@firstfranchise.com

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