

# concession

## NEWS

### UPDATE



## NIALL O'REGAN JOINS FIRST FRANCHISE



First Franchise has employed retail concession specialist, Niall O'Regan MRICS, as they continue to expand and develop their successful garden centre concession business. Niall's main role will be to identify and secure concession opportunities for retailers across all UK garden centres, and to assist in the roll-out of First Franchise's new venture to garden centre operators, FF-Garden Centre Services.

Niall has a wealth of experience in the garden centre concession market, having previously worked at garden centre property advisors, Hammond Phillips, and latterly as an independent retail consultant for both national and local retailers, as TerraFirma Consultants.

**Niall** says *"It's an exciting opportunity to focus on a side of the garden centre concession business with massive potential as most garden centres now understand the benefits a good retail concession can provide, both as an additional offer to attract new customers and as a steady rental income to boost garden centre's bottom line. First Franchise have a great team and I look forward to working with them to help grow the concession opportunities across the country."*

**Keith McIntyre** added: *"Niall has a wealth of experience within the sector and is an excellent addition to the team. He has a unique knowledge of the property services we can provide and will help us service the demand we have for the development of concessions within garden centres."*

Niall will be joining the team at GLEE this year on their stand in Hall 5, D56, part of the GIMA Village.

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