



RETAIL, LEISURE  
& HOTELS

Carter Jonas

**Carter Jonas' national Retail, Leisure and Hotels team has an established track record and a wealth of market knowledge and experience to provide simply better advice for retailers, developers, investors and owners.**

We work in close partnership with our clients to understand their business objectives and understand the challenges faced by those involved in all aspects of retail and leisure property, providing effective solutions at every step.

Our local market knowledge, combined with our national coverage, enables us to provide a high-quality service to clients across the UK in a sector that is constantly evolving.

## **OUR EXPERTISE COVERS:**

- In Town
- Out of Town
- Leisure & Restaurants
- Hotels
- Investment
- Planning & Development
- Valuation
- Landlord & Tenant
- Building Surveying





# IN TOWN



## Russell & Bromley

- Acting on behalf of the landlord, Carter Jonas bought the head lease investment of this central Bath retail unit.

## Farrow & Ball

- Letting secured on behalf of the landlord, Downing College, Cambridge who own a number of retail properties along Regent Street.
- Carter Jonas also manage the properties.
- The letting was to Farrow & Ball.



## Revital

- Letting on behalf of a private landlord who owns this retail unit in prime central Somertown, North Oxford.
- The letting is agreed to Revital and is one of their newest branches outside of London.

## Samsung

- Letting of this high street retail unit secured on behalf of the landlord.
- The letting was to Samsung.

## BRANDS WE HAVE WORKED WITH:

- Banana Republic
- Bobbi Brown
- Cambridge Building Society
- Cancer Research UK
- Charles Tyrwhitt
- Estée Lauder
- Farrow & Ball
- Flight Centre
- Gap Kids
- Joy
- Lush
- MAC
- Molton Brown
- Mr Barbers
- Nisbets
- Revital
- Russell & Bromley
- Samsung
- Timpson
- Vavi Be
- White Stuff

# OUT OF TOWN



## 23.5 Degrees

- 23.5 Degrees are the UK's first Starbucks franchisee.
- Carter Jonas has acquired a drive thru in Bury St Edmunds as part of a mixed use scheme on the edge of the town.

## National Co-Op

- Acting for a number of landlords, Carter Jonas has let over five shops to the National Co-op in Cambridge alone.

## Costa

- Letting secured on behalf of the landlord, Turnstone Estates for their drive thru unit in Ely.



## BRANDS WE HAVE WORKED WITH:

- 23.5 Degrees
- Co-op
- Costa
- Nicholas Anthony Kitchens
- Papa Johns
- Starbucks
- Tesco's

### Papa Johns

- Letting on behalf of a private landlord to Papa Johns in Kings Lynn.
- The retailer has taken a 1,000 sq ft pre-let unit.

### Vp plc

- Carter Jonas advises Vp Plc, the business behind brands such as 'Hire Station', across its national portfolio of 130 sites.
- Approximately 90 properties are held on a leasehold basis, with the remainder being in freehold ownership.
- Providing a range of services including rent reviews, lease renewals and dilapidations advice.



# LEISURE & RESTAURANTS



## Cineworld

- Carter Jonas pre-let a 6 screen Cinema at Ely Leisure Village to Cineworld.
- Over the years Carter Jonas have been involved with other schemes which have been let to Cineworld which included: Cambridge Leisure, St Neots & Colchester.

## Greene King

- Carter Jonas acted on behalf of Greene King to acquire a site for a Hungry Horse family pub in Kings Lynn.

## DPSK Ltd (Dominos)

- Carter Jonas advised DPSK Ltd trading as Dominos on the acquisition of two outlets in the last 9 months.
- Norwich, Drayton was acquired as a leasehold and a freehold property was acquired in Soham, Cambridgeshire.





## Rick Stein

- Acting on behalf of the landlord, Carter Jonas secured vacant possession of this high street retail unit in Marlborough
- The unit was re-let to Rick Stein on a new 25 year lease

## Pint Shop

- Carter Jonas acted for a private client to let their property to the Pint Shop.
- Cambridge was Pint Shop's first pub/restaurant.

## BRANDS WE HAVE WORKED WITH:

- Arbucks
- Chosen Bun
- Cineworld
- City Pub Co (East)
- DPSK Ltd (Domino's)
- Frankie & Benny's
- Greene King
- KFC
- McDonalds
- Papa John
- Pint Shop
- Pizza Hut
- Rick Stein
- Rockers Steak House
- Smokeworks

# HOTELS



## Tamburlaine Hotel Cambridge

- Planning consultancy services were provided in relation to this new hotel in central Cambridge.
- Planning permission was secured for a 155 room hotel on behalf of O'Callagan Hotels.



## Warwick Hotels, London

- Carter Jonas undertook a pre-acquisition survey, including coordinating M & E (including lift survey).



## Athenaeum Hotel, London

- Carter Jonas' Planning team has secured planning permission for an extension to the existing hotel for a new restaurant.
- Planning services were provided to submit an application to introduce a 'living wall' as well as altering the window and balcony design.



## BRANDS WE HAVE WORKED WITH:

- Gonville Hotel
- Leeds Bradford Airport
- O'Callagan Hotels
- Ralph Trustees
- Travelodge Hotels Limited
- Warwick Hotels

### Travelodge

- Carter Jonas acts as the Outsourced Development Manager for Travelodge for East Anglia, Essex and north Kent.
- Over the past 17 years in this region 15 sites have been secured (over 1,300 rooms), 4 are currently on site (328 rooms) and 6 recently exchanged (464 rooms).
- Negotiations are currently ongoing on over a dozen new sites.
- Active target list for an additional 29 towns and cities for another 1,650+ rooms.

# INVESTMENT



## Vale Retail Park

- Acquisition of a Retail Park in Aylesbury on behalf of Buckinghamshire County Council.
- The Park provides five retail units totalling 48,200 sq ft let to brands including Mothercare, Brantano and JJB Sports together with 200 car parking spaces.
- The site was bought for £15.3m reflecting a net initial yield of 6.3%.





## Travelodge

- Carter Jonas has worked with a number of developers to secure funding or to sell the end asset where Travelodge is the tenant. Two examples are Haverhill and Kings Lynn.



## Borehamgate Shopping Centre

- Acquisition of the Shopping Centre in Sudbury on behalf of Babergh & Mid Suffolk Council.
- The Centre, which provides 31,773 sq ft of ground floor retail space with office and residential above, was purchased for £3.4m reflecting a net initial yield of 9%.
- Retailers include Boots, Costa Coffee, M&Co, Waitrose and WH Smith.

## INVESTORS WE HAVE WORKED WITH:

- Aberdeen Asset Management
- Babergh and Mid Suffolk Council
- Buckinghamshire County Council
- DTZ Investors
- Norwich City Council
- Standard Life Investment
- Targetfollow

# PLANNING & DEVELOPMENT



## Seaways Leisure, Southend-on-Sea

- Planning submitted for cinema, leisure, restaurant and hotel uses.
- Acting on behalf of Turnstone estates.



## Ely Leisure Village

- Planning submitted for cinema, leisure, restaurant and hotel uses.



## Sudbury Town Centre

- Planning submitted for cinema, leisure, restaurant and hotel uses.



## Colchester Northern Gateway

- Planning submitted for cinema, leisure, restaurant and hotel uses.

## CLIENTS WE HAVE WORKED WITH:

- Aberdeen Asset Management
- Babergh District Council
- Buckinghamshire County Council
- Equity Estates
- Great Yarmouth Borough Council
- Nuneaton & Bedworth Council
- Standard Life Investments
- Warwickshire County Council

# ARCHITECTURE & BUILDING CONSULTANCY



## Swarovski

- We were commissioned to survey and obtain planning permission for a new shopfront and signage on behalf of the SWAROVSKI head office in Italy. We worked with Swarovski's Italian based architect to deliver the shopfront to the letter of the corporate brand. We delivered the project as part of wider works improving fire standards with neighbouring units and relocating the internal staircase to maximise retail space.



## Nisbets

- We were retained to design and facilitate a new shopfront for a retail unit in the city of Cambridge. Our role with Nisbets has expanded and we have subsequently delivered similar projects in Central London, Chelmsford and Reading.

## CLIENTS WE HAVE WORKED WITH:

- Network Rail
- Nisbets
- Swarovski

# VALUATION



## Bettys & Taylors

- Valuation of the property portfolio for accounting purposes
- Bettys & Taylors is the business behind brands such as 'Yorkshire Tea' and 'Taylors of Harrogate'
- Portfolio of 22 properties providing 84,311 sq ft of commercial space in five locations throughout Yorkshire held for investment or operational purposes



## Mansfield District Council

- Appointed to undertake a property asset valuations of the Council's investment portfolio for accounting purposes.
- The portfolio of five properties includes the Four Seasons Shopping Centre, Mansfield, Travelodge Hotels in Edinburgh and Doncaster and a Pure Gym in Manchester.
- The RICS Red Book and CIPFA Code compliant asset valuations will be undertaken by Carter Jonas annually over a five year period.

## CLIENTS WE HAVE WORKED WITH:

- Bettys & Taylors of Harrogate
- Handelsbanken
- Homes & Communities Agency
- Lloyds Bank
- Mansfield District Council
- NatWest
- Santander
- Welwyn Hatfield Borough Council



# LANDLORD & TENANT



## Travelodge

- Carter Jonas' role with Travelodge has included the reviewing of title documents and interpreting the rent review provisions within the lease, assembling and adjusting comparable evidence to support the client's case.
- Additionally identifying relevant factors to limit the rent increase, specifically the shell condition in which the premises was let and falls to be valued for the purpose of the review.
- Carter Jonas negotiated a considerably reduced rent increase of approximately 21%, recommending settlement to the client and overseeing the completion of the rent memoranda to document the settlement.

## CLIENTS WE HAVE WORKED WITH:

- 23.5 Degrees (Starbucks)
- Betty's & Taylors
- Rockers Steak House
- Subway
- Travelodge



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## 38 OFFICES ACROSS THE COUNTRY, INCLUDING 13 IN CENTRAL LONDON

Bangor	Marlborough
Basingstoke	Newbury
Bath	Northampton
Birmingham	Oxford
Boroughbridge	Peterborough
Cambridge South	Shrewsbury
Cambridge North	Suffolk
Cambridge Central	Taunton
Edinburgh	Truro
Harrogate	Winchester
Kendal	York
Leeds	

National HQ One Chapel Place	Knightsbridge & Chelsea
Barnes	Marylebone & Regent's Park
Barnes Village	Mayfair & St James's
Fulham Bishop's Park	S. Kensington & Earl's Court
Fulham Parsons Green	Wandsworth
Holland Park & Notting Hill	Waterloo
Hyde Park & Bayswater	

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