



# RETAIL, LEISURE & HOTELS

Carter Jonas

**Carter Jonas' national retail, leisure and hotels team has an established track record, a wealth of market knowledge and experience to provide simply better advice to 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
- Roadside
- Hotels
- Automotive
- Investment
- Planning & Development
- Valuation
- Landlord & Tenant
- Building Surveying





# IN TOWN



## Pieminister

Carter Jonas acquired new premises in Sheffield on behalf of Pieminister, which is now contracted to a ten year lease on Division Street. Carter Jonas have also been retained to acquire premises throughout the UK for Pieminister.

## Cats Protection

Acting for Cats Protection, we acquired a retail space in Weymouth on a ten year lease, with the flexibility of a five year tenant break. Subsequently Carter Jonas' services were extended to South West, South Wales, Midlands and East Anglia.

## Spring Wharf, Bath

Carter Jonas acted on behalf of Legal and General as sole agents, letting circa 20,000 sq ft of retail accommodation on the ground floor of a PRS scheme in Bath. Having successfully let the retail parts, Carter Jonas are now advising on a similar scheme in Temple Meads, Bristol.





## Farrow & Ball

We successfully secured a letting on behalf of a landlord for Downing College, Cambridge to Farrow & Ball. The landlord also owns a number of retail properties along Regent Street that we now manage.



## Neon Sheep

Acting on behalf of Jarrold's department store, Carter Jonas were assigned to act in the clients interest for the remaining lease in Cambridge.

## OUR CLIENTS:

- Cats Protection
- Pieminister
- Legal & General
- Alumno
- Mapletree UK Management Ltd
- Downing College, Cambridge

# OUT OF TOWN



## 23.5 Degrees

- Starbucks recently launched their first franchise, 23.5 Degrees.
- Carter Jonas have acquired the first drive-through in Bury St Edmunds as part of a mixed-use scheme on the edge of the town.

## Scope

- Carter Jonas were instructed by Scope to acquire 10 new out of town stores in 2019/20.
- They have a UK wide requirement for 7,000-10,000 sq ft of retail space, situated on established retail park location.
- The instruction will facilitate the expansion of their furniture and electrical offering.

## National Co-Op

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



## Karcher

Acting for Karcher, Carter Jonas acquired premises on a busy arterial route in Bristol.



## Vp plc

- Carter Jonas advises Vp plc, the business behind brands such as Brandon Hire Station, across their national portfolio of over 250 branches.
- Approximately 90 properties are held on a leasehold basis, with the remainder being in freehold ownership.
- We provide a range of services including rent reviews, lease renewals and dilapidations advice.

## BRANDS WE HAVE WORKED WITH:

- 23.5 Degrees t/a Starbucks
- Equity Estates
- Turnstone Estates
- Scope
- Vp plc
- Karcher

# LEISURE & RESTAURANTS



## Mulberry Place, Daventry

Acting on behalf of Daventry District Council, we are instructed to secure tenants for a cinema and restaurants.

## Greene King Plc

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

## DPSK Ltd (Dominos)

Acting for DPSK Ltd we have acquired two new stores located in Soham and Dayton.





## Ely Leisure Village

Acting on behalf of Turnstone Estates, we secured planning and funding. Tenants that occupied the premises included Cineworld, Nandos, Greene King, Frankie & Benny's, McDonalds Restaurants, KDC, Costa, Pizza Hut Delivery and Arbuckles.



## Zizzi

Carter Jonas acted for the landlord, DTZ Investors, on the new Sawclose development in Bath, successfully letting one of the units to Zizzi. Other occupiers include Century Casino and Z Hotels.

## OUR CLIENTS:

- Daventry District Council
- DTZ Investors
- Turnstone Estates
- Alumno
- Greene King Plc
- DPSK Ltd (Dominos)
- McDonalds Restaurants
- Rockers Steak House

# ROADSIDE



## McDonalds Restaurants

Carter Jonas are acting for McDonalds Restaurants in a rent review at Greenbridge Retail Park, Swindon as part of an established and ongoing instruction to provide lease consultancy advice in the South, South Wales, and Midlands.

## 23.5 Degrees

- Carter Jonas are acting for 23.5 Degrees, the UK's first Starbucks franchisee. We acquired a drive-through in Bury St Edmunds as part of a mixed-use scheme.
- We are currently working on three further sites.

## Symonds Forecourts Ltd

Acting for Symonds Forecourts Ltd, we acquired a site in Weston-super-Mare for a petrol filling station, convenience store and drive-through Starbucks. Also, planning consent is being progressed for a similar development at a second site by the regional shopping centre at Cribbs Causeway, Bristol.



## Tothill Services Ltd

Acting for Tothill Services Ltd, we are undertaking a strategic review of the remaining development land at their Stowmarket site for roadside uses.

## OUR CLIENTS:

- McDonalds Restaurants
- 23.5 Degrees t/a Starbucks
- Tothill Services Ltd
- Symonds Forecourts Ltd



# 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.



## Travelodge Hotels Ltd

- Carter Jonas acts as the outsourced development manager for Travelodge for East Anglia, Essex and north Kent.
- Over the past 18 years, 29 sites have been secured. Detailed negotiations are currently ongoing in respect a further 17 further sites.
- There is currently an active target list for an additional 29 towns and cities for another 1,650+ rooms.

## BRANDS WE HAVE WORKED WITH:

- Cambridge City Council
- Gonville Hotel
- Leeds Bradford Airport
- O'Callaghan Hotels
- Ralph Trustees
- Travelodge Hotels Ltd
- Warwick Hotels

# AUTOMOTIVE



## Turners Motor Group

Turners Motor Group are an East Anglian based company founded in 1965 with automotive related property along the A14 corridor. Our team have provided the following services:

- Agency
- Valuation
- Planning
- Development consultancy
- Dilapidations
- Landlord and tenant



## Dick Lovett

Carter Jonas is to carry out valuations and provide landlord and tenant advice on a number of Dick Lovett showrooms. Our team have provided the following services:

- Valuation
- Landlord and tenant



## Howards Motor Group

Howards Motor Group instructed Carter Jonas to carry out agency, valuation and consultancy work on their showrooms in Weston Super Mare, Yeovil, Dorchester and Taunton. Our team have provided the following services:

- Agency
- Valuation
- Consultancy





## OUR CLIENTS:

- Ducati UK Ltd
- Marshalls
- Turners Motor Group
- Dick Lovett
- Howards Motor Group
- Lancaster Motor Group

### Ducati UK Ltd

Carter Jonas are retained agents to secure a new flagship dealership in north London for Ducati UK Ltd. Our team will provide the following services:

- Site search
- Site inspection and recommendations
- Negotiation of heads of terms

# INVESTMENT



## Vale Retail Park

- Carter were instructed on the acquisition of a retail park in Aylesbury, on behalf of Buckinghamshire County Council.
- The park provides five retail units totalling 48,200 sq ft. The space was 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 Hotels Ltd

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

- Carter Jonas were instructed on the acquisition of a shopping centre in Sudbury on behalf of Babergh and 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%.



## Norwich city centre

- Carter Jonas acquired the space for Norwich City Council for 9.4m/6.96% NIY in April 2018.
- Tenants include Laura Ashley, Mountain Warehouse, The Gym, Pitch and Sports.

## INVESTORS WE HAVE WORKED WITH:

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



# PLANNING & DEVELOPMENT



## Seaways Leisure, Southend-on-Sea

- Carter Jonas submitted planning permission for cinema, leisure, restaurant and hotel uses.
- Acting on behalf of Turnstone Estates.



## Ely Leisure Village

Carter Jonas submitted planning permission for cinema, leisure, restaurant and hotel uses.



## Sudbury Town Centre

Carter Jonas submitted planning permission for cinema, leisure, restaurant and hotel uses.



## Colchester Northern Gateway

Carter Jonas submitted planning permission 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 and Bedworth Council
- Standard Life Investments
- Warwickshire County Council

# 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:

- KBeverage (Starbucks)
- Network Rail
- Nisbets
- Swarovski

# VALUATION



## Bettys & Taylors of Harrogate

- Carter Jonas provided valuation advice on their property portfolio for accounting purposes.
- Bettys & Taylors of Harrogate is the business behind brands such as Yorkshire Tea and Taylors of Harrogate.
- They have a 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

- Carter Jonas were appointed to undertake 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 and Communities Agency
- Lloyds Bank
- Mansfield District Council
- NatWest
- Santander
- Welwyn Hatfield Borough Council



# LANDLORD & TENANT

## Scope

We provide advice to the UK's largest disability equality charity. Our team deals with all rent reviews and lease renewals across their national high street retail portfolio of over 200 shops.

## McDonalds Restaurants

We provide lease advisory services including rent reviews and lease renewals on restaurants nationwide for this major fast food operator.

## Independent retailers

We work with a diverse range of independent retailers, particularly in central London, involving rent reviews, lease renewals and lease regears.

## OUR CLIENTS:

- Travelodge
- Betty & Taylors of Harrogate
- Rockers Steak House
- McDonalds Restaurants
- Specsavers
- Ladbrokes Coral Group
- 23.5 Degrees (Starbucks)
- Just for Pets

## RETAIL LEISURE AND HOTELS SECTOR TEAM



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## 34 OFFICES ACROSS THE COUNTRY, INCLUDING 9 IN CENTRAL LONDON

Bangor

Bath

Birmingham

Bristol

Cambridge Central

Cambridge North

Cambridge South

Cardiff

Harrogate

Kendal

Leeds

Long Melford

Marlborough

Marlborough Rural

Newbury

Northampton

Oxford

Peterborough

Shrewsbury

Taunton

Truro

Warrington

Winchester

York

National HQ One Chapel Place

Barnes

Fulham Bishops Park

Fulham Parsons Green

Holland Park & Notting Hill

Marylebone & Regent's Park

Mayfair & St James's

South Kensington & Knightsbridge

Wandsworth

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