



Bringing value to evolving  
and dynamic communities

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# Overview

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# Newcastle Helix

- 24 acre hybrid city quarter in Newcastle centre
- Over 450 homes for ambitious young professionals and families set over 6 residential plots
- Newcastle Helix plays host to the National Innovation Centres for Data and Ageing.
- 3 National Centres of Excellence.
- Number 1 fastest growing tech sector outside of London
- 500,000 sq ft of commercial space
- 50,000 students









A photograph of a crowded bar with a rustic industrial aesthetic. A large, corrugated silver metal duct hangs from the ceiling. The bar has stone walls and exposed wooden beams. A large crowd of people is gathered, some sitting at tables and others standing. A semi-transparent white box with the text 'Work Progress' in teal is overlaid in the center. In the background, a sign reads 'Follow Us on Facebook BRENDON BAR CULLEN'.

# Work Progress

Follow Us on Facebook BRENDON BAR CULLEN

## Work Undertaken So Far

Attended L&G Board meeting to introduce CFC

✓

Undertook a tour of Newcastle to review the best in class independent retail operators within the various areas

✓

Attended meetings with both of the architecture firms – Faulkner Browns and Ryder Architecture

✓

Attended follow-up meetings with L&G, the University and Council

✓

Arranged a tour of the Queen Elizabeth Olympic Park (QEOP) with L&G. This was to show the holistic approach we took to ensure that the separate sites worked cohesively complimented each other, rather than being in competition

✓

Created an initial document giving examples of users within specific zones

✓

Provided follow-up strategy document with in-depth tenant mix, marketing strategy, terms, and handover condition advice

✓



## Recommended Further Work

Conduct a separate strategic piece looking into the demand and potential for smaller maker units and co-working space on the site in Zone B

Review the possibility of introducing powered scooters to improve connectivity around the site

Liaise with University and current F&B operators on site to see what is working and what can be improved

Follow up meeting with the Council, Newcastle and L&G to review our findings

Prepare marketing collateral for the first available retail spaces to let

Meetings with other local stakeholders that don't form part of Newcastle Helix but their ground floor spaces will form part of the experience of the site ( i.e. the retail units on Wellington Street below the Liberty Living site)

Work with Newcastle partners to engage with local communities to encourage engagement and discover local needs



A photograph of a busy bar interior. A large, silver, corrugated metal duct hangs from the ceiling, curving over the bar area. The ceiling is dark with exposed beams and several pendant lights. The walls are made of stone and wood. A bar counter is visible in the background with a sign that says "FOLLOW US on FACEBOOK BRENDON BAR CULSWORTH". Many patrons are seated at tables and the bar, drinking and talking. The atmosphere is lively and social.

# Tenant Mix Strategy



# Tenant Mix

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“A cohesive tenant *mix strategy for the* development will be vital in creating a compelling shopping and eating experience. There are a number of important factors to consider.”

- Who will be living, studying and working in or close to the scheme?
- What eating facilities will these people require?
- What uses and types of retailers will they want?
- What operators will attract families making this a neighbourhood?
- Do they want independent or multiple operators?
- What other choice is there and where is it?
- What types of uses will complement the development as a whole and be of interest to the students?
- Which tenants maximise the value of the asset as a whole?

## **Retail Positioning**

“It is essential to achieve the correct balance between day-to-day uses as well as those that add interest and vibrancy such as leisure destinations.”

- Best of independent retail & leisure
- Commercially successful brands balanced with new creative and innovative concepts
- Create a destination
- Ever changing / evolving
- Intimate, personalised



# Tenant Mix

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## How It Comes To Life

*“Consideration of brands that complement the look/feel of the development and are sympathetic to a project’s status whether that be historical or conservation led.”*

- Placemaking
- Market space
- Progressive retail from across Newcastle
- A social hub
- A working hub
- Artistic installations

It is essential to achieve the correct balance between day-to-day uses as well as those that add interest and vibrancy. The mix of uses should cater for the needs of the residents, students and office occupiers within the development as well as visitors. The ability to keep retailers and F&B operators open for trade during the evening is important in order to serve the residents, increase dwell time and create an evening economy. It is not the intention to create a late night economy with pubs and bars which might be at odds with the residential nature of the area.

Commercially successful brands balanced with new creative and innovative concepts should be targeted to create both a neighbourhood and a destination which is intimate and personalised yet ever-changing and evolving.



# Tenant Mix

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## **Tenant Mix Criteria**

- Consideration of brands that complement the look and feel of Newcastle Helix.
- Uses that serve the needs of the office and residential occupiers, including students, as well as visitors to the area.
- A blend of some interesting established names as well as the new and the innovative, that come together to provide a unique retail and eating destination.
- Start-up businesses and new retail concepts that showcase creativity as well as businesses that have the flexibility to occupy space designated to pop-ups.
- Fascias and shop-fittings that use the latest and best in design, to provide a new and stimulating experience for shoppers.
- Retailers, restaurants, bars and cafes that attract shoppers and diners to create activity from early morning until the evening, thus maximizing dwell time and the vitality of the scheme.
- Restaurants that range from casual to formal dining, thus providing accessibility to a cross-section of consumers.
- When creating the tenant mix for Newcastle Helix important to keep in mind the neighbouring residential communities and ensure the tenant mix is achievable and complimentary to the existing tenants on-site.

# Tenant Mix

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- We have considered the locations in Newcastle Helix which has retail use or the potential for retail frontages.
- On the next page we have produced a map which identifies these retail areas. within Newcastle Helix and we have created Zones for the each area.
- We have identified three zones and talk about each zone individually and example target tenants.







# Newcastle Helix Zones



# Newcastle Helix with Zones

Newcastle  
**helix**



- 01** The Urban Sciences Building  
Open
- 02** National Innovation  
Centres for Ageing & Data  
2019
- 03** The Learning & Teaching Centre  
2019
- 04** The Key  
Open
- 05** The Core  
Open
- 06** The Biosphere  
2018
- 07** The Spark (Grade A office space)  
2020
- 08** The Lumen (Grade A office space)  
2019
- 09** The Energy Centre  
2019
- 10** The Garage  
2019
- 11** Residential



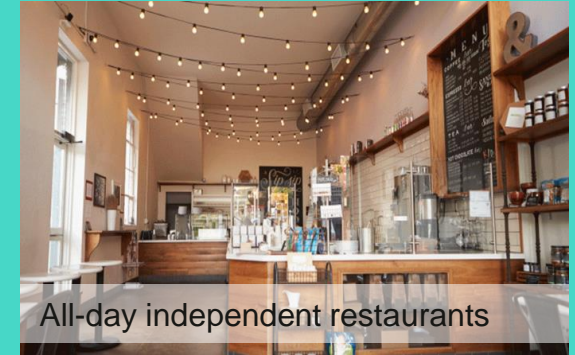


# Zone A

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# Zone A



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- Zone A is located at the south east entrance by Blue Star Square, which acts as the main pedestrian gateway to Newcastle Helix
- This entrance will attract people to the site aside from just workers and students residing on site, and look to capitalise footfall from the train station.
- The Lumen and The Core are the principal gateway buildings. As you progress through this zone, the Spark will also have potential for retail space.
- Due to the location we would look to target A3/A4 operators. We feel this location would suit an all day operator and we would look to target operators who trade during the day and have an evening offering.
- We would not target the national operators as we want those who will create something unique.



## Zone A

- We want the operators to work closely with the partners, and stitch into events taking place at Newcastle Helix such as the Ted talks taking place in the Urban Sciences Building and Learning & Teaching Centre. They will not only cater for events, but also encourage people to spend more time on the site.
- We are looking to create a place the local residents from Arthurs Hill, Elswick, Fenham, Jesmond, and other nearby communities, will come and spend time in the evenings and weekends with family and friends.
- We want to create a destination for those wanting to spend time away from the Newcastle night-time circuit, and it is important to have a family friendly environment when there are matches at St James's Park.
- Part of our approach is to speak with local entrepreneurs to see what bespoke concepts they might desire, such as 21 Newcastle and Blackfriars.
- We are looking to target operators that will have year round programmes and be very active in marketing and promoting the site. It is vital to have operators with a wide appeal and a range of offers.





The image shows the interior of a busy, industrial-themed bar. A large, silver, corrugated metal duct hangs from the ceiling, curving over the bar area. The ceiling is dark with exposed beams and several pendant lights. The walls are made of stone and wood. A large group of people is gathered in the bar, some sitting at tables and others standing. In the background, a sign reads "Follow Us on Facebook BRENDON BAR CULSWORTH".

# Example Tenants – Zone A



# The Breakfast Club

Business: Cafe/Restaurant/Bar

Use Class: A3/A4 Use

Location: 10+ sites

Story: The Breakfast Club originally started in London and have recently opened up their 1<sup>st</sup> site out of London in Oxford.

The Breakfast Club is extremely popular and provides a great all day offering.

During the day they specialise in American styled breakfasts and lunch and in the evenings they turn into a cocktail bar and restaurant.

They are looking to continue to expand out of London and are looking for sites in the North. The Breakfast Club would be a good destination anchor and they have a large online following.



## 21 Newcastle

Business: Restaurant & Bar

Use Class: A3/A4 Use

Location: Trinity Gardens, Quayside

Story: Situated on the Quayside in the heart of Newcastle, this institution opened in 1988.

Within three years it had won a Michelin star and is one of the regions most loved fine-dining establishments.

The restaurant is part of 21 Hospitality Group along with St. Vincent, The Broad Chare, Café 21 at Fenwick, Saltwater Fish Company and Porterhouse Butcher & Grill.





# Blackfriars

Business: Restaurant & Bar

Use Class: A3/A4 Use

Location: Friars St

Story: Blackfriars is located in a 13th century former medieval friary and serves an award-winning seasonal and local menu, showcasing the North East at its best. Blackfriars was opened in 2001 by a husband and wife team, who also own Hinnies in Whitley Bay and Dobson & Parnell in Quayside. The venue caters for private events, including weddings, corporate functions, a cookery school, a tasting room and other cultural events.



# Träkol

Business: Restaurant & Bar

Use Class: A3/A4 Use

Location: Hillgate Quays, Gateshead

Story: Träkol is seasonal open fire kitchen that showcases nose to tail cooking. The concept is to bring primitive outdoor cooking indoors.

The restaurant has opened in the immensely popular shipping container development By The River Brew.

Träkol already is gaining a cult following and has already garnered excellent reviews in its short tenure, with acclaimed food critic Jay Reyner calling it “outrageously good”. Bringing a destination restaurant like this into the fold will certainly help footfall and get people a real buzz around the development.





# Mare Street Market

Business: Bar

Use Class: Multiple Use Classes

Location: Hackney

Story: Mare Street Market is a sprawling venue set in a former Hackney office block, boasting a deli, record shop, florist, bakery, coffee roastery, cocktail bar and Gizzi Erskine's first solo restaurant. They also aim to be green, with zero-plastic packaging from suppliers, no plastic bottles and free filtered water. They have made a commitment to employing local people, by joining a work scheme.



# COOP Chicken

Business: Restaurant

Use Class: A3 Use

Location: Hackney

Story: Independent chicken shop based on Collingwood Street in Newcastle. COOP Chicken was set up in 2013 and is a very successful restaurant. Not only are they famous for their chicken but also their 23 sauces which are all made in the UK.







# Zone B

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## Zone B

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Independent Barber



Convenience Store



Zone B



Maker Space

- Zone B is located at the Westgate Entrance at the south west side of Newcastle Helix.
- This entrance is likely to have less footfall than Blue Star Square however it will help address the wants and needs of local residents and occupiers.
- It is important this entrance links into the surrounding area i.e. Elswick Road and Westgate Road and creates a through flow.
- In terms of the buildings in this Zone we would want character buildings like Toffee Factory in Ouseburn and workspaces that suit the creative and maker sectors.



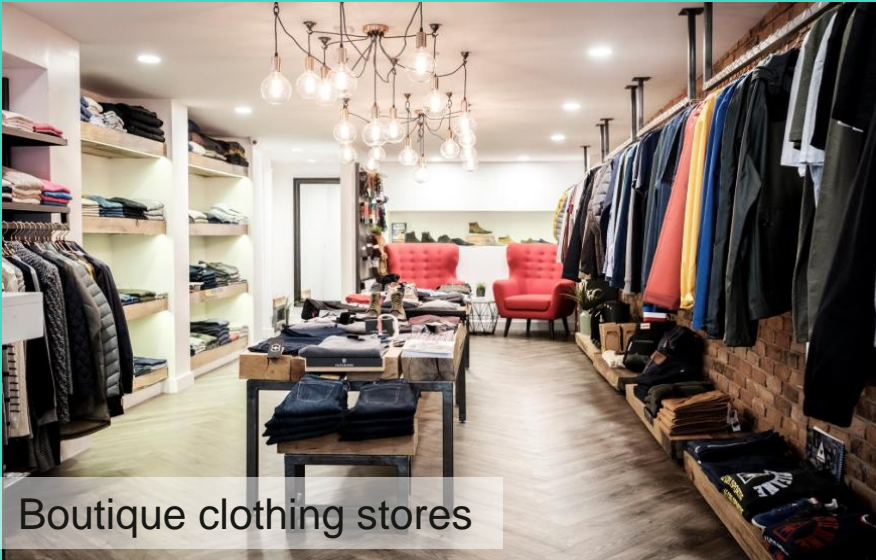
## Zone B

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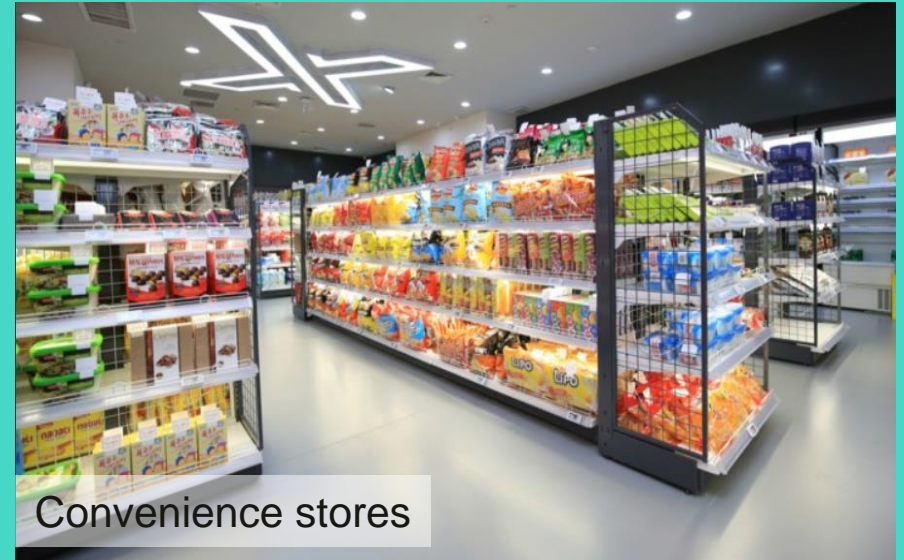
- In terms of the retail in this zone we would look to attract local businesses and amenity led retail which will serve the local residents, workers and community.
- Examples of amenity uses include hairdressers, barbers, dry cleaners, convenience stores and boutique clothing stores.
- When we toured Newcastle and visited Ouseburn, Jesmond, Gosforth, Quayside etc we would look to target the best in class from these locations to see if they want to grow their business in the new area within The Helix.
- We would like to explore the potential for building spaces suitable for local creative/maker units and create a small business locations that drives the daytime activity in this location and is a vibrant place during the week.
- We would look for complimentary uses which will drive customers to the retail on this site.
- Possibly look at taking workspaces and retailers from the new container parks that have recently opened in the city i.e. The Stack developments as this could be a place where tenants who aspire their own standalone units can grow into.
- We want to attract the best in class emerging talent from various sectors.

## Zone B

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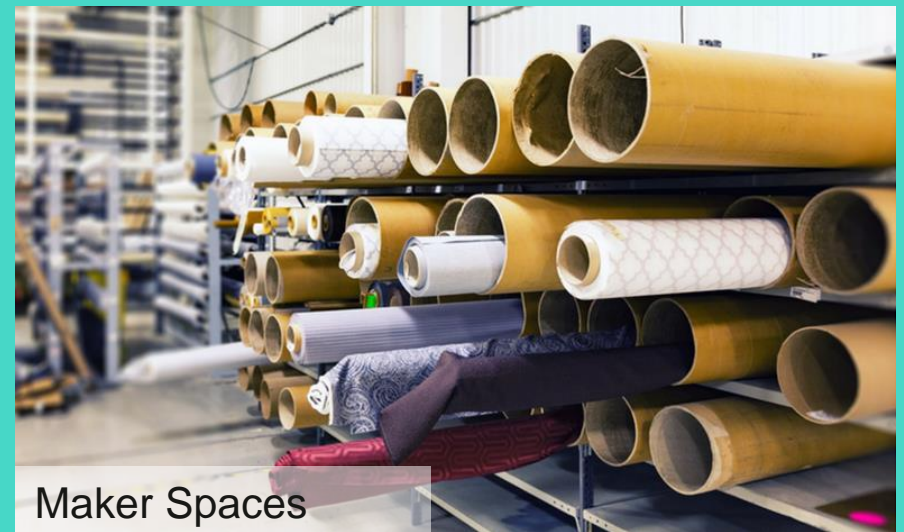
Boutique clothing stores



Convenience stores



Hairdressers/barbers



Maker Spaces





# Example Tenants – Zone B



# Simply Fresh

Business: Convenience Store

Use Class: A1

Location: Various sites across the UK

Story: Simply Fresh are an award winning convenience store offering something different to the national convenience operators. They have recently launched their largest site of 4,500 sq ft in The University of Surrey and are looking to expand their brand exposure. They specialise in neighbourhood locations and we feel this use is important in Zone B. Not only do Simply Fresh offer your every day convenience goods and organic range, but also they offer a grab and go offering with called Simply Fresh Kitchen which is highly popular with office workers. CFC work with Simply Fresh on a number of sites and they are a great brand and popular with local communities.





# Bucks Barbers

Business: Barbers

Use Class: A1

Location: Here East, Stratford, E20

Story: Bucks Barbers was formed in 2013 and opened their first site in Hoxton, London.

Bucks have really made an impact with their vision of providing great quality haircuts whilst creating their own identity.

They have a strong focus on social media and a unique design concept for their sites.

Following their success at Hoxton Street they have recently opened their second site in Here East.

We feel a barbers/hairdressers would be a great addition to the scheme.



# Bottle Apostle

Business: Bottle & Wine Shop

Use Class: A1

Location: 4 units in London

Story: Bottle Apostle launched in 2009 in Victoria Park.

Bottle Apostle is an independent wine merchants however also sell local craft beers and wines.

This use will be an excellent amenity especially for the local residents.





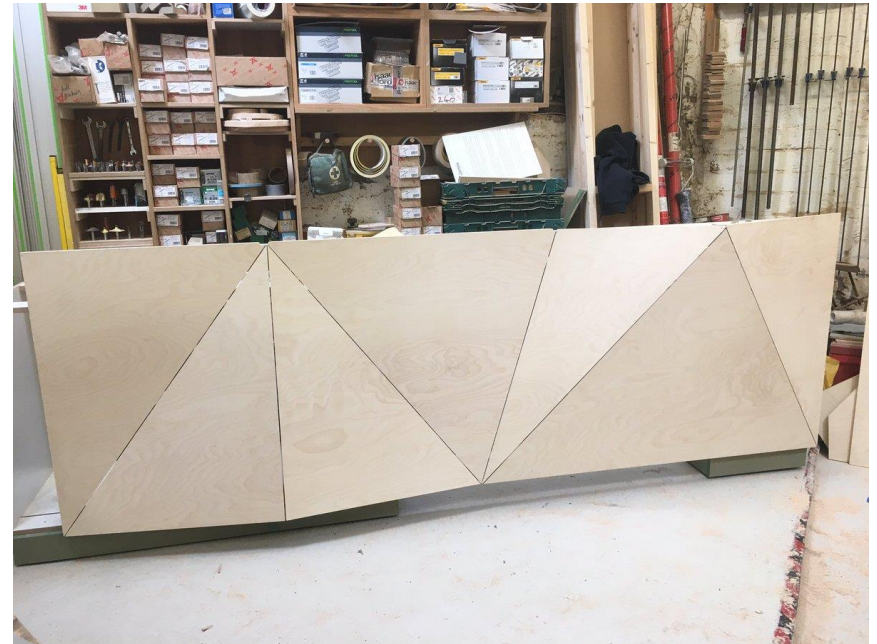
# Nick James Design Maker

Business: Designer & Maker

Use Class: B8

Location: 1 unit located at Mushroom Works, Newcastle

Story: Nick James is a designer and maker of unique high quality furniture. He uses the finest materials combined with traditional and contemporary techniques to produce furniture that makes a statements and will last a life time. We recommend exploring the idea of maker spaces in Zone B.







Zone C

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## Zone C



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- Zone C is the area between Knowledge Square, Pitt Street and Wellington Street.
- Whilst we note there are no immediate retail units available we feel that if there is the option of creating retail here it would be excellent for Newcastle Helix and would enliven the area and create a buzz. Units recommended below could equally combine or cross over with Zone B.
- We would also recommend considering a boutique fitness space on site which will be very popular with students and workers.
- This would also be a suitable location for an art and creative shop, as it would greatly benefit the students and occupants alike.
- In terms of use we would look at targeting retailers which would link well with the Urban Science Building and the research laboratories.
- Zone C needs to aspire to create amenity for both residents, potentially businesses, and occupiers of the University's faculties.

## Zone C

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Boutique fitness



Cycle shop



Art supplies shop



Book/vinyl shop





# Example Tenants – Zone C



# CycleLab

Business: Cycle Shop & Juice Shop

Use Class: A1

Location: 1 store in London

Story: CycleLab are an independent bike shop based in London. Not only are they a bike shop which do bike repairs, bike hires, bike equipment they also have a very successful café. They have now opened a yoga class which is dedicated to cyclist, focusing purely on poses that help release hamstrings, hips, IT band, back and shoulders, as well as working on balancing poses to improve core strength. This use would be an excellent amenity to have at Newcastle Helix.





# Cass Art

Business: Art & Creative Supplies Shop

Use Class: A1

Location: 13 stores

Story: Cass Art is the UK's largest art and creative supplies retailer.

They have stores in London as well as Manchester, Birmingham, Liverpool and Glasgow and are looking to find additional sites in the North.

We feel they would be well utilised by the local businesses, researches and educational facilities at Newcastle Helix.





# F45 Training

Business: Gym

Use Class: D2

Location: 40 sites across the UK

Story: The concept is simple: F45 studios offer a 45 minute High-Intensity, Circuit Training workout class. They have developed 27 different 45 minute workouts, with more currently in development.

Every day throughout the week offers a different 45 minute workout.

The workouts are created by the F45 Athletics and Peak Performance Department from a database of over 3,000 different exercises, so members never get the same workout twice.





# Climb Newcastle

Business: Climbing Centre

Use Class: D2

Location: 2 sites in Ouseburn and Byker

Story: Climb Newcastle is a world class indoor bouldering operator. They currently have two sites and are looking to expand their business. Climbing is an excellent destinalional user and is suitable for both adults and children.

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# The Nest Café

Business: Cafe

Use Class: A1/A3

Location: 1 site in Low Fell

Story: The Nest is a family friendly café with community rooms in the heart of Low Fell. The ground floor is a café and play space and then the upper floor is activity space where they host fun classes and activities i.e. dance, languages, yoga, Pilates and arts & crafts. They also have a loft space where people can come and work using their wifi and get half price coffee from the café.







# Handover Specification



# Handover/Design Specification

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- Whilst the objective may be to hand over the space in shell condition with capped off services, some independent retailers and “maker users” that want to take space may not have the resources to fit out from shell.
- Accordingly, there should be budget set aside for providing an enhanced specification on a selection of units.
- CFC will advise on the configuration and size of the future phases including – ideal size, shape, internal width and depth, ratio of sales and storage to meet specific requirements for target tenants.
- Important to consider the servicing arrangements as they need to feed in to the delivery space plan
- Shop Front Design, Lighting and Signage Advice i.e. Fascias and shop-fittings that use the latest and best in design, to provide a new and stimulating experience for customers.



A photograph of a crowded bar with a rustic industrial aesthetic. A large, corrugated silver metal duct runs diagonally across the upper half of the frame. The bar has stone walls, exposed wooden beams, and numerous hanging Edison-style light bulbs. A large, semi-transparent white rectangle with the word "Terms" in teal is centered over the image. In the background, a chalkboard menu and a sign that says "FOLLOW US on FACEBOOK BRENDON BAR GLENOW" are visible. People are seated at tables and the bar, engaged in conversation and drinking.

# Terms

## Terms – Rent & Incentives

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In the early stages of the development of Newcastle Helix it may be necessary to offer concessionary terms to prospective tenants.

Such concessions might include:

- Rent free period.
- Stepped rent which starts at a low level and gradually increases annually.
- Turnover related rent whereby the tenant pays the greater of a low base rent or an agreed percentage of turnover.
- Capital contribution towards shop-fitting costs for selected occupiers.
- Flexible leases with break options.



A photograph of a busy bar interior. A large, curved metal duct hangs from the ceiling. The bar is filled with patrons, some sitting at tables and others standing. The walls are made of stone and wood. A sign on the wall reads "FOLLOW US on FACEBOOK BRENDON BAR CULLEN".

# Marketing

The stakeholders will need to take a co-ordinated approach to marketing and PR and present the overall Newcastle Helix opportunity where the component parts are shown to come together to create one cohesive community and business opportunity.

## **The Big Picture – What is Newcastle Helix?**

- Overview of Newcastle Helix, its key features and landmarks and relationship to neighbouring areas, e.g. St James Park, the areas to the North, West and South
- The history of Newcastle Helix.
- How does Newcastle Helix relate to the existing retail facilities in Central Newcastle?
- The area's association with St James Park.
- What will Newcastle Helix consist of? Provide a description of the development and what it will become.
- The number of residential units within the development and predicted number of residents.
- Demographic profile of residents, local population, students and workers.
- Who will visit and how many visitors will there be?
- Transport links.
- Maps and plans.
- The history and future aspiration of Newcastle Helix.



## **The Opportunity for Retail and Leisure Occupiers**

- The stakeholders are creating a vibrant new retail, leisure and community destination to serve the local population and workers.
- The development is to provide an opportunity for occupiers to create a unique backdrop and atmosphere for their businesses.
- Provide an outline of the uses that will exist from a planning perspective, i.e. A1, A3, A4, B1 & D2 etc.
- Provide examples of the types of retailers, bars, restaurants and cafes that are suited to the location, e.g. Artisan food, craft brewery etc.
- Emphasise the importance of food and beverage with opportunities dedicated to all day casual dining, gourmet coffee, specialist restaurants, bars and the best of Newcastle's street food.
- Outline the opportunity for outside seating areas
- Description of the types of leasing packages available i.e. short-term/flexible leases for start-ups ranging from 10 to 15 year terms.

# Marketing

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CFC would look to carry out a direct approach to the retail/restaurant operators and recommend the following approaches:

## **1. Brochure, Electronic Presentation and Dedicated Website**

- We recommend creating a high quality brochure, electronic presentation and website to inform potential tenants and provide compelling facts and data to draw them to the development.
- Hoardings and window films with creative graphics and messages, possibly produced by local artists, can be utilised throughout Newcastle Helix.
- Billboards promoting the retail and leisure opportunities within the development targeted at potential tenants can be located in strategic locations in Newcastle Helix.

## **2. Newsletter**

- An advertorial which provides news and updates sent out on a regular basis to potential tenants and property agents to maintain awareness and interest in the development.

## **3. Advertising**

- A series of creative and high impact adverts with changing messages targeted at retail and leisure occupiers.



## **4. Events**

- A number of events can take place in appropriate venues such as The Key.
- Organise a launch event for agents and retailers.

## **5. PR**

Potential ideas include:

- Local radio, e.g. BBC Newcastle.
- Editorial in appropriate publications including national and local press.
- Contact with local interest groups.
- Meetings with property and business journalists

## **6. Other Initiatives**

- Door to door canvassing meetings with independent retailers.
- Representation at trade shows, e.g. Completely Retail.

A photograph of a busy bar interior. A large, silver, corrugated metal duct hangs from the ceiling, curving over the bar area. The ceiling is dark with exposed beams and several pendant lights. The walls are made of stone and wood. A large group of people is gathered in the bar, some sitting at tables and others standing. A sign on the wall reads "FOLLOW US on FACEBOOK BRENDON BAR GLOW".

# Summary



# Summary

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- There needs to be an agreed strategy between all parties which delivers an ecosystem that will allow the independent retailers to flourish.
- Explore the idea of maker spaces at Newcastle Helix
- There needs to be a collective and collaborative approach to marketing and branding whereby existing opportunities are presented to potential occupiers in a cohesive way and shows the big picture.





A photograph of a busy bar interior. A large, curved silver duct hangs from the ceiling. The bar is filled with patrons, some sitting at tables and others standing. The walls are made of stone and wood. A sign on the wall reads "Follow Us on Facebook BRENDON BAR GLOW".

# Appendix



# CFC – Retail Case Studies





# CFC INSTRUCTIONS IN THE QEOP

Built for the 2012 Olympics, Queen Elizabeth Olympic Park is a 560 acres site in East London. CFC are instructed by all the various stakeholders to lease and provide strategy across the ground floor elements of all of these sites ensuring we're able to deliver a cohesive and holistic approach

## Chobham Manor - Taylor Wimpey

- CFC role – Commercial strategy and leasing of 25,000 sq ft of retail, leisure and creative office space

## Here East - Delancey

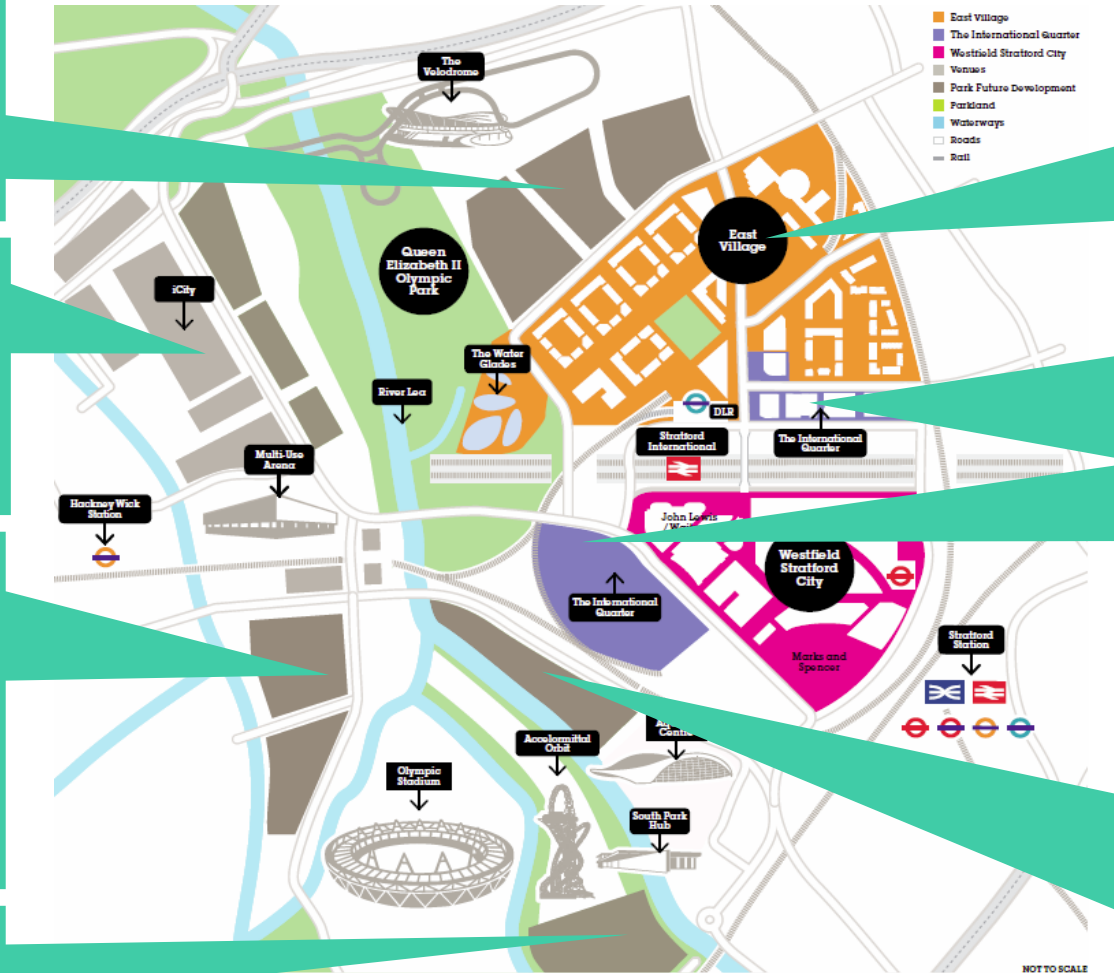
- 1.2 million sq ft of office space
- CFC role – Commercial strategy and leasing of the 85,000 sq ft of retail & leisure space

## East Wick & Sweetwater - Balfour Beatty & Places For People

- CFC role – commercial strategy and leasing of the 78,000 sq ft of retail, leisure and creative office spaces

## UCL East

- CFC role - Advising on planning and strategy across the ground floor commercial space



## East Village – Delancey

- CFC role - Initial strategy and leasing implementation across 35 retail and restaurant units, c.70,000 sq ft of retail and leisure space, plus 45,000 sq ft of creative office

## IQL – Lendlease

- 4 million sq ft of office space
- CFC role - Retail and leisure strategy across entire masterplan, and currently leasing 15 units across the TFL and FCA buildings of c.52,000 sq ft of retail & leisure space

## East Bank – LLDC

- New cultural quarter & mixed use development, including Sadler's Well Theatre, V&A and University of the Arts London
- CFC role – Working alongside LLDC and AHMM to support the planning application of c.86,000 sq ft of retail & leisure space



# Signorelli

Business: Bakery

Use Class: A1

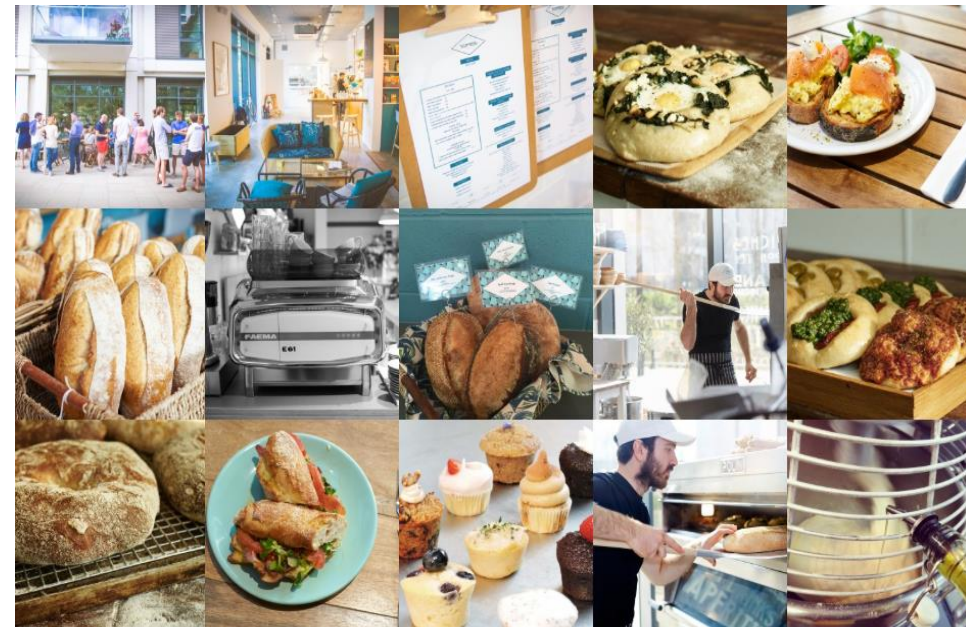
Location: East Village, Stratford, E20

Story: Signorelli was established in 2014 by husband and wife Alberto and Rebecca. CFC found Signorelli their first site at East Village and we really believed in the people and their concept.

They quickly opened a 2<sup>nd</sup> site, a bread pop-up, also in East Village. They are now opening their 3<sup>rd</sup> site with us in IQL which will focus on the grab and go market as it is beneath a large 400,000 sq ft office building.

Their offer appeals to all spectrum of workers from the top down.

We are immensely proud as they are now employing over 20 staff and are starting to distribute from their in-house bakery to local restaurants and cafes in the area.



# Randy's Wing Bar

Business: Restaurant

Use Class: A3

Location: Here East, Stratford, E20

Story: CFC identified Randy's Wing Bar as a stand out operator from the pop-up scene with a big cultural following and always the longest queues at food events.

Randy's Wing Bar had huge success on social media by winning competitions, along with Jamie Oliver being a vocal fan.

CFC advised the tenant on the consultants they used for their fit out, and the technical drawings for the approval of the Landlord.

We agreed a deal with them and our client at Here East and they opened their first permanent site which was a massive step.

They quickly established themselves as the UK home of chicken wings. Due to their success at Here East they opened up their second flagship site in Aldgate this year.





# Tonkotsu

Business: Restaurant

Use Class: A3

Location: IQL, Stratford

Story: CFC recently let a unit at IQL to Tonkotsu.

Tonkotsu specialises in serving modern ramen in unique restaurants. They now have 9 sites.

Originally based solely in London, they have now taken a site in Birmingham and are looking for additional locations outside of London.

They are a fantastic restaurant and appeal to a wide range of customers from students, office workers, to ladies at lunch.



# Shanes on Canalside

Business: Restaurant

Use Class: A3

Location: Here East, Stratford

Story: The owner of Shanes on Canalside is a passionate guy from New Zealand.

They specialise in fresh seasonal British food, always using local and ethical produce. They also invest in training youngsters from the roots up.

Their concept is fine dining, however they have created a causal atmosphere and ensure their price points are reasonable. CFC supported and got behind this operator suggesting fitout contractors, finance companies, various consultants in order to secure one of the units at this site.





# Nest

Business: Climbing Centre & Co-working Space

Use Class: D2 Use

Location: The Old Vinyl Factory, Hayes

Story: CFC have recently agreed a deal with The Nest at The Old Vinyl Factory in Hayes. The Nest is a new climbing centre concept which will incorporate a café and an active collaborative workspace which will provide a stimulation work and study environment. The combination of work and play will act as a catalyst for innovation and creating for keen business minds and hard working students. We received numerous offers on the site from national gym operators who offer a stronger covenant, however we really believed in The Nest's concept and felt they would offer something very unique to the scheme therefore encouraged our client to proceed with their offer. They are looking to provide an inclusive facility that brings together communities and promote and enable all aspects of healthy living.



# Four Quarters East

Business: Bar & Competitive Socialising

Use Class: A4

Location: Here East, Stratford

Story: As part of the tenant mix at Here East we wanted to target A4 operators, to ensure it was not only A3 use in this location.

We specifically targeted Four Quarters who have a sister bar in Peckham which has been hugely successful.

We absolutely love Four Quarters as they are not just a bar, as customers can also enjoy a combination of classic arcade and console games.

