



Expression of Interest

Restaurant Premises at the Exeter Livestock Market

Matford Centre, Matford Park Road, Exeter, Devon EX2 8FD



Contents

1. Background information	3
2. Building description	4
3. Provisional time frame.....	5
4. Guidance.....	6
5. Terms of occupancy	6
6. Submission of Expression of Interest.....	7

Appendix 1 - Full name, address, and website:

1. Background information

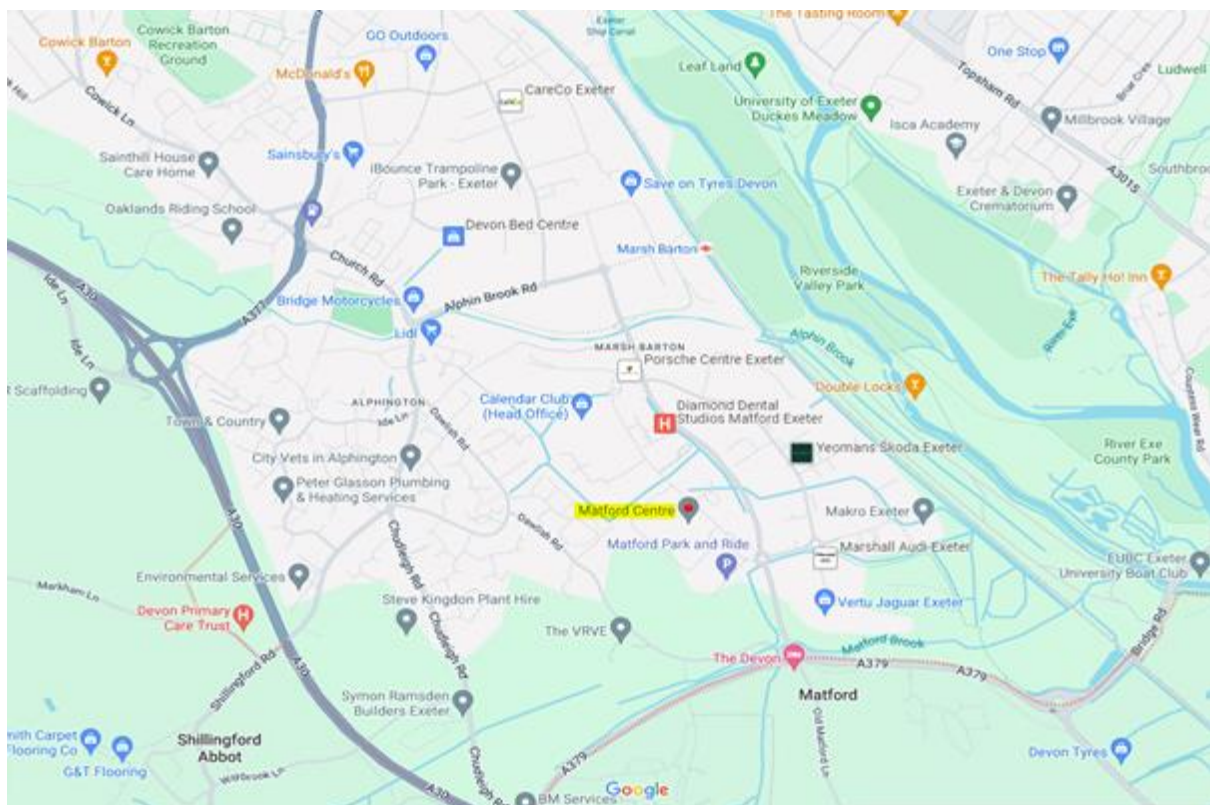
Exeter City Council is seeking expressions of interest for an operator to run the restaurant premises at the Matford Centre, home to Exeter Livestock Market.

Exeter Livestock Market is one of the largest in the Southwest holding two markets per week (Monday and Friday) with additional specialist markets throughout each month. The Livestock Market is operated by Kivells, and since taking over the market in 2012 visitor numbers have increased each year. The Livestock Market and its clients & customers represent inbuilt demand for the restaurant.

The Matford Centre also contains ten business units, boardroom, and conference suites, together with a concourse which hosts a variety of events and markets throughout the year, and a Sunday car boot market. Car parking is available on site.

The Matford Centre is well located in Matford Park, a busy and well occupied mixed used scheme incorporating a large number of car showrooms, offices, retail & trade counters, and industrial accommodation. The Matford Centre is located close to the Matford Park & Ride.

A report prepared by the University of Exeter in 2020 stated that *the market café is pivotal as a place where farmers and auction workers can eat a proper meal, or perhaps two, during the day. It is a space where business matters are discussed, tips are traded, and gossip is shared.* (Nye, C., Winter, M. & Lobley, M. (2020). *More than a Mart: The role of UK livestock markets in rural communities*)



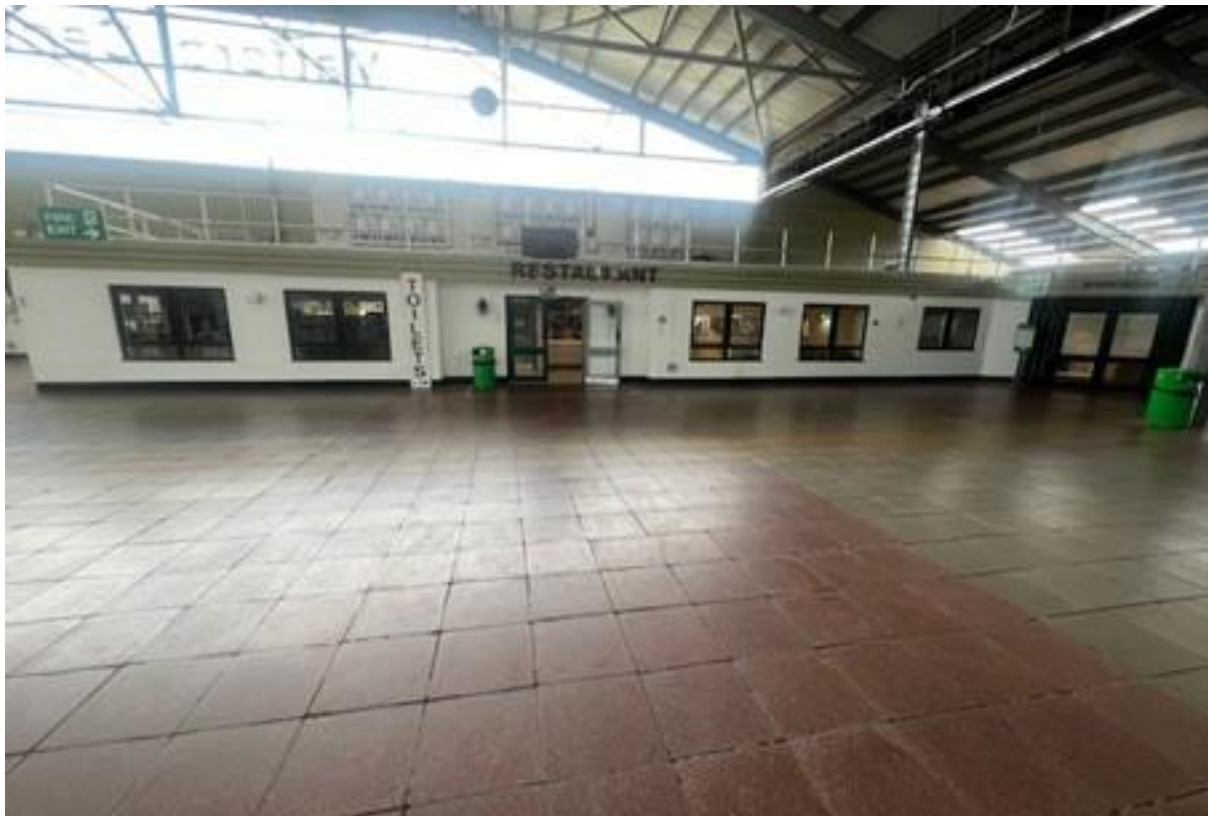
2. Building description

The purpose-built restaurant premises were constructed circa 1990 and the accommodation was initially designed to cater for the livestock market but has expanded to include event catering and off-site mobile catering. There is potential for further expansion to cater to demand from the wider Matford Park area.

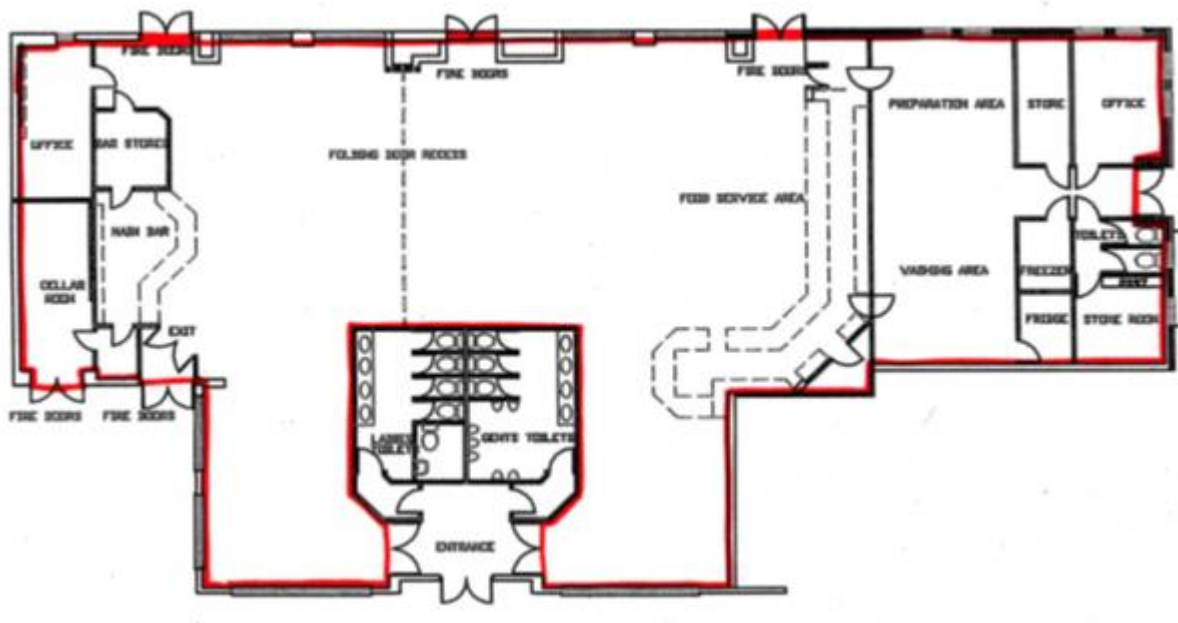
The restaurant accommodation is located on north side of the site with road frontage to Matford Park Road, and comprises catering kitchen, servery, restaurant space currently laid out with, bar, stockroom, cellar, office etc and offers space for approximately 150 covers in an area totalling approximately 5,789 sq. ft. The premises are served by all mains services.

The existing lease of the restaurant expires March 31st, 2025, and expressions of interest are now sought for the reletting of the restaurant. Exeter City Council is seeking an experienced catering operator with a desire and flair to grow the restaurant business at the Matford Centre.

Image of the restaurant premise from within the centre.



Restaurant floor plan.



3. Provisional time frame

The deadline for submissions of expressions of interest is noon on Friday September 27th, 2024, the approximate timescales for this marketing exercise that may follow is shown below.

Stage 1	Dates
1. Issue Expression of Interest	W/c September 2 nd , 2024
2 Closing date for Expressions of Interest	Friday September 27 th , 2024
3. Review of Expressions of Interest	W/c October 1 st , 2024

Depending on outcome of EOI - Stage 2	Dates
5. Request for offers	October 7 th , 2024
Closing date for submission of offers	November 1 st , 2024
7. Review of submitted offers	W/c November 4 th , 2024
8. Solicitors instructed	December 2024

4. Guidance

Please be aware that the Council is subject to the disclosure requirements of the Freedom of Information Act 2000 (FoIA) and associated legislation and any information we hold is potentially liable to disclosure under that Act. For this reason, we would strongly advise that any information you consider to be confidential is identified as such. If a request is subsequently made for disclosure under the FoIA that request will be dealt with in accordance with the legislation.

Please note this notice does not constitute a call for competition to procure any services for the Council and the Council is not bound to accept any proposals offered.

Any responses provided will not be treated as commercially confidential and may be used by the Council in the final request for offers, but no organisation or individual will be identified.

5. Terms of occupancy

The existing lease of the accommodation expires March 31st, 2025, and expressions of interest are now sought for the reletting of the restaurant. The Council is seeking an experienced catering operator with a desire and flair to grow the restaurant business at the Matford Centre.

The successful operator will be required to enter into a lease of the premises, and service level agreement for the provision of event catering at the Matford Centre and mobile catering in the yard for external events if your business can provide these functions. The Operator will also be required to enter into a Power Purchase Agreement for the supply of electricity from the 1.5 MW solar installation at the Matford Centre. The restaurant has an EPC A valid until 10th March 2032.

The existing Operator is aware that March 2025 lease opportunity is being marketed, but under no circumstances is any interested party or bidder to disturb/interrupt the existing Operator, approach them for information or request access to the premises for viewings.

If you/your company are interested in operating a café/restaurant at the Matford Centre, please could you return this form by email by Friday September 27th, 2024, confirming your expression of interest.

Your expression of interest must detail why you are interested in this opportunity, why you or your company are suitable operators, a brief outline of your experience/background and your unique selling point, food hygiene rating as well as contact details. (Suitably experienced bidders may then be invited to join the second stage of marketing.

Full heads of terms for the lease will be available at the second stage of marketing but at this stage we can confirm the following main points –

- Lease length – for a term up to March 31st, 2032.
- Rent – annual base rent with annual turnover rent.
- Rent deposit/guarantor – a rent deposit or guarantor may be required depending on financial standing.
- VAT – the premises are elected for VAT and VAT will be chargeable on all invoices.
- Service Charge – will be payable on a fair proportion basis to include fire alarm service & maintenance, water hygiene, refuse collection for customers, (separate refuse collection agreement will be required for kitchen waste), maintenance of retained parts and buildings insurance.
- Outgoings – the tenant will be responsible for all outgoings including all utilities and business rates.
- Repair obligation – internal repairing lease.

As part of the Stage 2 bid submission process you will be required to provide proof of identity, proof of funds, provide detail of your experience and operation, details of the experience of your key members of staff, an outline business plan including details of how you plan to grow the business, detail any assumptions on which your bid is based as well as any disregards, details of any proposed works to the premises, evidence your commitment to sustainability and equality, this in addition to the proposed lease length, rent amount, use etc. Please note you may be asked to attend an interview to present your vision for the restaurant.

During Stage 2 we will discuss with interested parties

- The operational arrangements between the Council and operator in respect of event and mobile catering.
- What if anything will transfer to the tenant e.g., fixtures and fittings, catering equipment, premises licences etc.

The existing operation is not run by the Council and TUPE will not apply.

6. Submission of Expression of Interest

If you or your company are interested in operating a café/restaurant at the Matford Centre, please submit your expression of interest to Tony Morton, Senior Estates Surveyor, Exeter City Council at tony.morton@exeter.gov.uk before Friday September 27th, 2024.

Your expression of interest must detail why you are interested in this opportunity, why you or your company are suitable operators, a brief outline of your experience/background, your food hygiene rating, and your unique selling point as well as contact details. Suitably experienced bidders may then be invited to join the second stage of marketing.

Appendix 1 - Full name, address, and website:

Detail	Your response
Organisation name	
Address	
Postcode	
Website	
Name	
Telephone	
Email	