



Management Options Revisited : Review for Nabma Conference by ROI Team

September 2018

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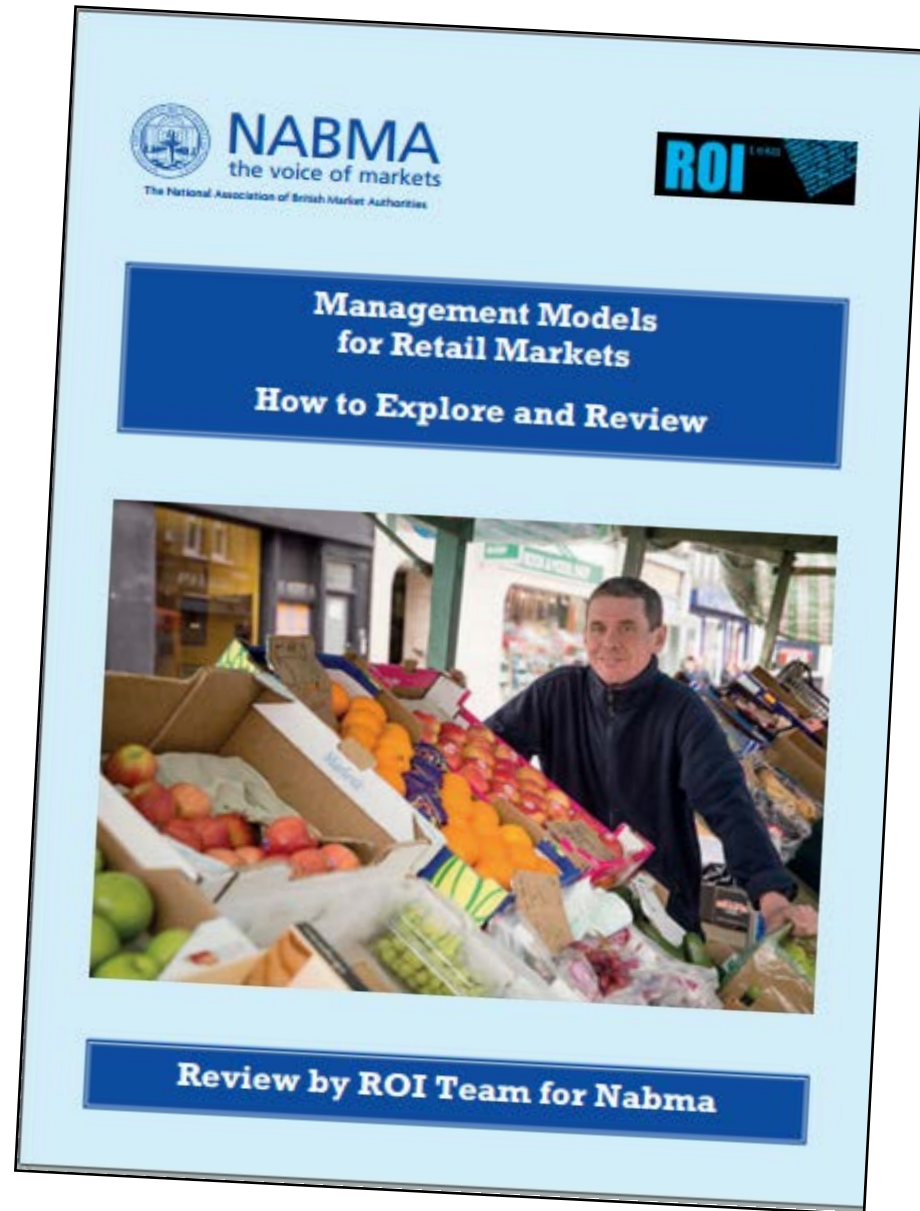
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Management Options for Retail Markets : 12 months ago

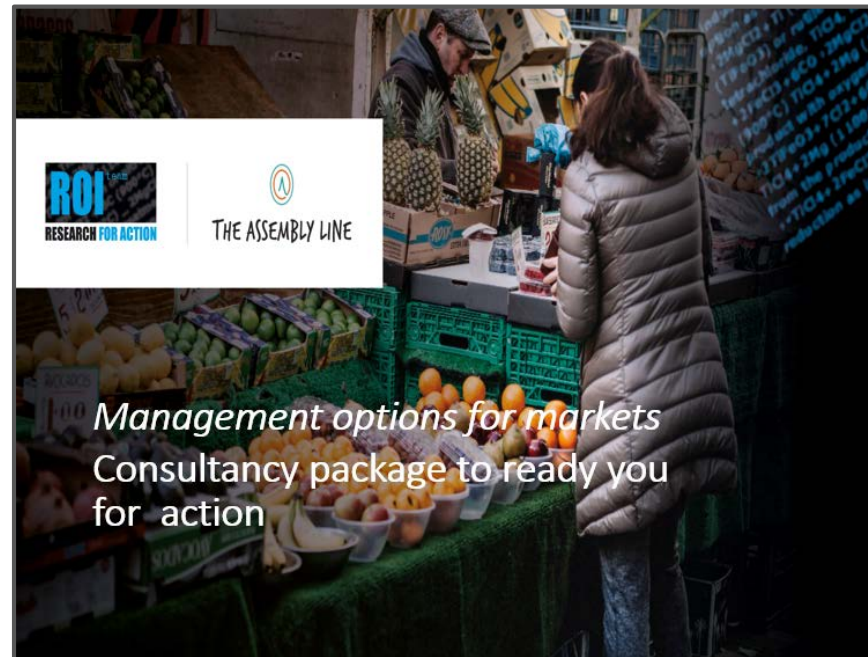
Booklet

Conference presentation

Workshop



Management Options for Retail Markets : earlier in 2018



Roadshow for UK Councils and market operators triggers good interest at the right level

Markets becoming a low priority for hard-pressed councils

Difficult to get engagement from anyone able to influence strategy

Management Options for Retail Markets : Feedback from service providers

Tender processes over complex and difficult to enter
Too many 'Lazarus Cases'
Not clear what follows from many tender processes
Marking process sometimes unclear or inconsistent

Management Options for Retail Markets : Feedback from tender issuers

Weak or patchy response
Variable quality of submissions
Expertise may not be available locally
Wish for fuller and earlier preparation

*Market related tenders
since April 2016*

Market related tenders since April 2016

Based on a list collected for Geraud Markets by Jack Christopher – many thanks to both for sharing the information

Sources :

Tenders Direct portal

Other government tender portals

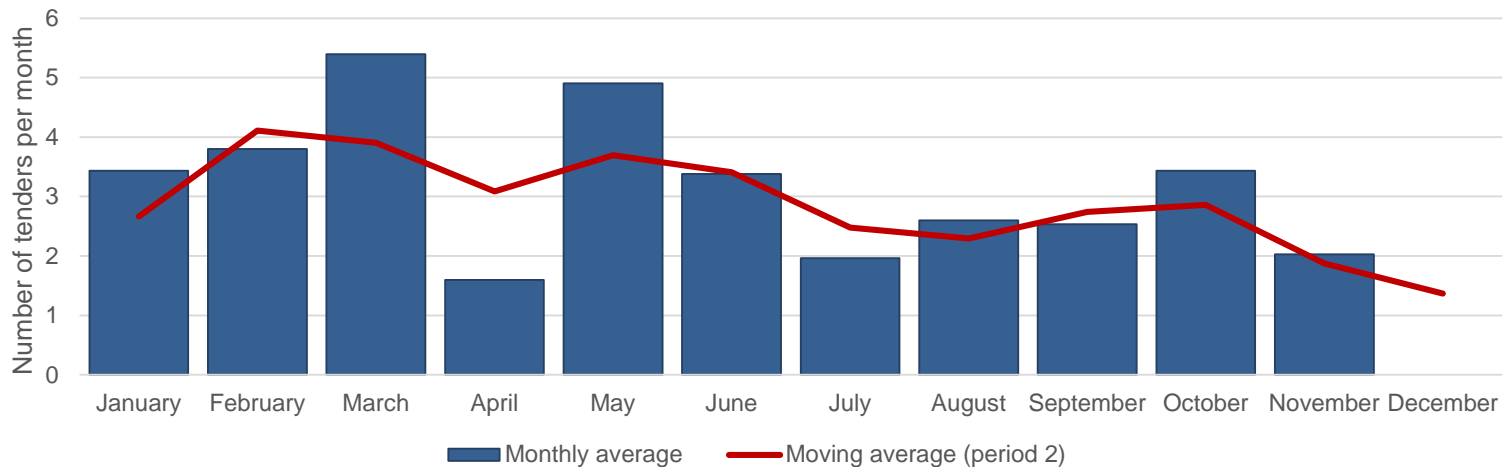
Count and distribution across the year

76 tender invitations across 29 months

68 out of 76 issued by councils

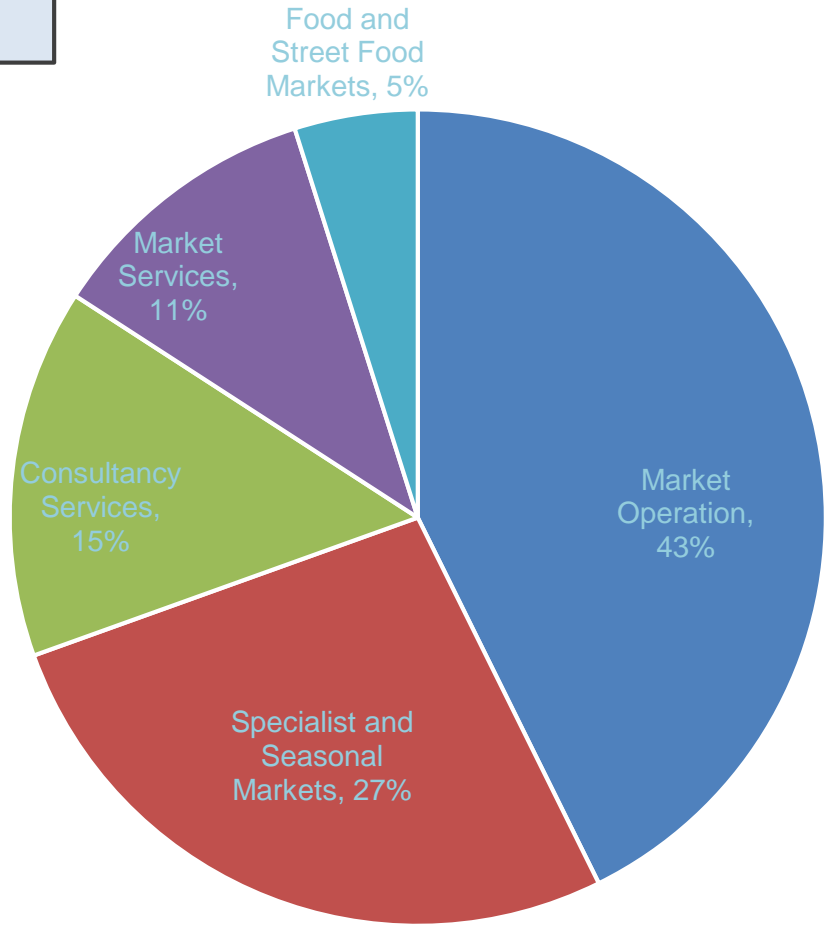
Others by BIDs, CICs, unknown status

Tenders : monthly distribution



Types of services invited by tender

Three quarters of tenders are for management of markets



Where are tenders being issued ?

Geographical pattern follows concentration of markets.

Biggest concentration in the North West and relatively few in London

Reasons as yet unknown



*Management options revisited :
Emerging themes from 8 of 12 case studies*

Case study themes : Financials and operational

Contrasting picture :

- ❖ Change of management can and does transform operational and commercial performance
- ❖ Private operators and CIC's prove more nimble than councils to develop a range of revenue streams
- ❖ But all operators find it difficult to recoup re-enablement investment

Case study themes :

Working with councils

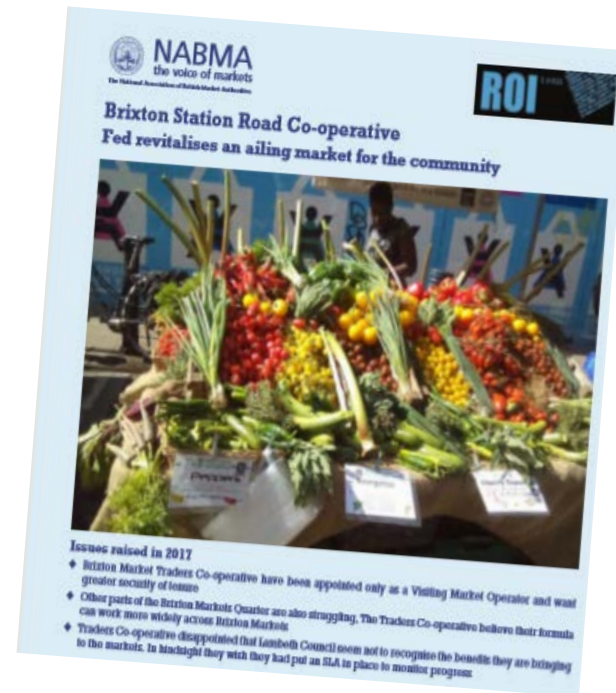
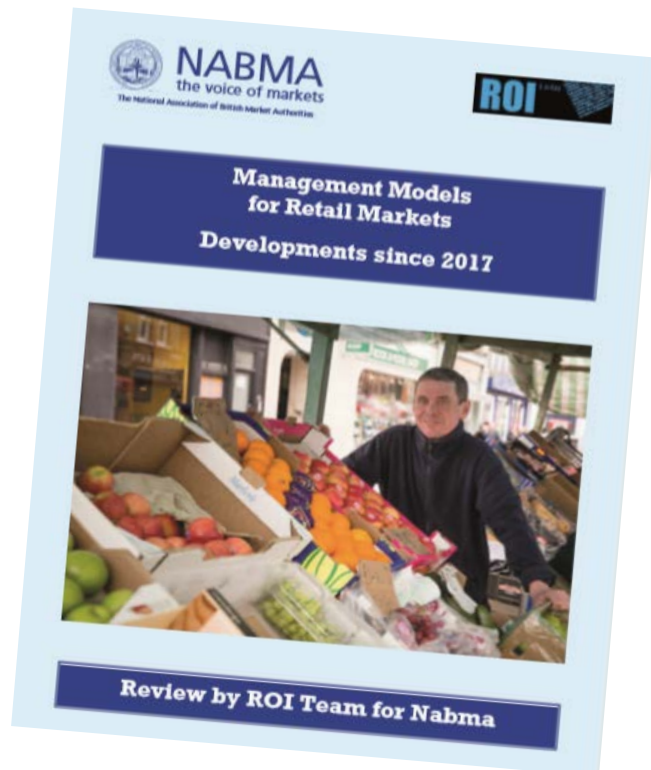
- ❖ Difficult to engage with councils because staff resources are spread so thinly
- ❖ Bigger regeneration or financial picture can overwhelm plans for market enhancement
- ❖ Best and most resourceful markets have made themselves central to town centre regeneration

Case study themes :

Resources

- ❖ Availability of resources and people is the common challenge for all market operators
- ❖ Even successful market ventures (esp CIC's) are over-reliant on volunteer talent
- ❖ External resources (eg BIDs) are proving their value in managing and supporting markets

Management options revisited : Update released here today



Available now to all conference delegates
Available soon to Nabma members via the website
Updates to follow in January

Management options revisited : What happens next ?

Continue contact and updates with **12 case studies**

Follow up on **public tenders**

What was the outcome of 78 public tenders ?

Was an appointment made ?

What is the status today ?

Hoping to carry out further analysis with co-operation from issuing councils

Report back to January Conference

Management options revisited

**Thanking you for your attention
Thanking Nabma for continuing support for
this work**

Any Questions ?



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