



HATCH

Boosting future retail ideas.



What is HATCH?

HATCH is a Revo initiative supporting budding small businesses ready for the next step in their evolution. We are looking for enterprises that are exciting, innovative and hungry for the opportunity to trade in an established retail centre. We have six locations around the UK and Ireland – from the big destinations, to the smaller, more local retail places, these centres are the heart and soul of the communities they serve.

We are keeping limitations for entering HATCH to a minimum. Instead, we are seeking applicants that demonstrate entrepreneurial spirit, passion and longevity. It does not matter if you're a physical start-up, an online only operator, a family owned business, or anything in between – we want to hear from you!

To enter, please answer the questionnaire to show us what you and your business is about and where you'd like to be.

Do not miss out on an opportunity that could take your business to the next level!



The centres:

Westfield, Stratford City, London (Unibail-Rodamco-Westfield) | **Silverburn**, Glasgow (Hammerson) | **St David's Dewi Sant**, Cardiff (Landsec) | **Parkway Shopping Centre**, Limerick (ROI) (Harcourt) | **Bloomfield Shopping Centre**, Bangor (NI) (Ellandi), **The Galleries**, Washington (M&G Real Estate)



What's on offer?

- Each landlord is offering to provide cost free space to one winner – this includes rent, service charge, business rates and electricity supply. *
- This prize is for up to 3 months to be completed before the start of Q4.
- The retail centre teams will provide marketing expertise and support.
- All prize winners will be given a year's free membership with the British Independent Retail Association (bira), which includes a unique retail insurance scheme, card processing, free legal advice and preferential banking rates.

*In some centres, this will not include props or equipment to bespoke and fit out the unit or kiosk, or the cost of a kiosk structure. Further information about what is being provided can be found on the retail centre's profile in the Applicant Toolkit.



Silverburn, Glasgow

Hammerson 

Silverburn is one of Glasgow's main retail places. The out-of-town shopping, dining and leisure destination is home to some of the UK's biggest brands, like Debenhams, M&S and Tesco, as well independent boutiques.

The City of Glasgow is the most populous (621,000) and largest economy in Scotland. This diverse and vibrant city is consistently voted as one of the best places to shop in the UK outside of London's West End, and is famous globally for hosting one of football's fiercest rivalries: Celtic and Rangers.



Footfall
14.5M



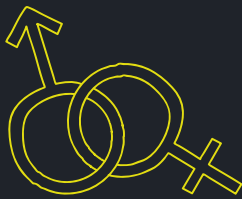
Avg. dwell time
87 mins



Avg. trips per year
60



Avg. retail spend
£63



Male/Female
30:70



Retail conversion
75%

HATCH

Time in centre: 8 weeks – must be completed by 30 September.

Space on offer: Mall space or vacant unit (subject to availability of the latter) – Hammerson will provide the structure if it's a kiosk.

Financial: Hammerson will provide up to £2,000 of cost for signage, branding and works to the kiosk.

Marketing support: Social media support via the centre marketing team.

Regulations: Must trade core trading hours, £10 million PLI insurance, full risk assessment and method statement completed, electrical equipment PAT tested and must have pre-start meeting with centre team within two weeks of winning.

Key tenants

Debenhams, Next, M&S, Cineworld, Flannels and Tesco



Revo

Retail. Property. Community.

**Got a question or need a hand with your entry?
We're here to help.**

hatch@revocommunity.org

+44 (0)20 7222 1122

revocommunity.org/revo_hatch