

REPORT ON BEHALF OF THE ASSET MANAGEMENT GROUP

SUBJECT:
FUTURE PROVISION OF A CATERING FACILITY AT POPPIT SANDS

To seek Members approval for the grant of a new occupational lease to provide for the continuation of a catering facility within the existing café building at Poppit Sands for the next 10 years.

BACKGROUND:

The National Park Authority have a substantial land ownership at Poppit Sands which dates back to the late 1970's. Included within that ownership is single storey beach café occupying a monopoly trading location and providing a food/drink and traditional 'bucket and spade' retail offer (see photos below).



The cafe has provided for the needs of numerous locals and countless summer visitors year after year. The Authority's long established management approach of leasing out the building to occupational tenants in return for a rental income has resulted in remarkable continuity with just 1 change of tenant to date over the last quarter of a century. The current tenants commenced their occupation in 2011 and have been exemplary in their dealings with both the National Park as landlord and the public as customers. However they will be vacating the building at the end of March (2021) at which time it will revert back to the Authority with full vacant possession.

Your officers instructed JJ Morris Estate Agents to undertake an open marketing exercise to identify prospective new tenants willing and able to offer a catering facility under the terms of a new 10 year full repairing and insuring lease. The closing date for receipt of formal expressions of interest was the 16/12/20. That marketing exercise resulted in 3 interested parties being invited for interview.

The interview panel comprised your Carew Castle Catering Manager and Estates Officer. Judged against a selection criteria of rent/covenant strength, general business experience, catering specific experience and wider social context, a preferred prospective tenant has been identified. They are an existing business operating within the catering sector based in the Cardigan area.

Financial, Risk & Compliance Considerations

The identification of the preferred prospective tenant followed an open market exercise using the reach and profile of local estate agents and an interview process undertaken by your officers with reference to a standardised set of questions and uniformed selection criteria.

Human Rights/Equality Issues

No issues

Biodiversity Implications/Sustainability Appraisal

No issues

Welsh Language Statement

No issues

SUMMARY

Having identified a preferred prospective tenant, your officer's next objective is to finalise negotiations with them and document the resulting new lease. The new tenants would then be able take occupation and commence their fit out works in readiness for the start of the 2021 summer holiday season. Both parties consider this to be a realistic and deliverable timetable.

RECOMMENDATION

That Members agree the principle of granting of a new legal interest in land via the granting of a new occupational lease of the café at Poppit Sands on the terms out lined with the final negotiation of terms and resulting lease documentation being delegated to the Authority's Chief Executive for approval.