

## **Call for Collaborator**

We're seeking a partner to collaborate with us at Make Hamilton, to develop a public-facing, independent offer at the front of the building. While we envision this as potentially being a food and drink concept, we're open to exploring broader or alternative ideas. We're looking for a partner who will bring their own vision and passion to Make Hamilton, working alongside us to activate the building's public spaces. The goal is to create a vibrant space where people can engage with Make's programme, connect with others, work, meet, socialise, and help establish the space as a destination.

We are open to hearing from individuals or organisations; established or new; with ideas that are proven or concepts that are different. What is more important is that any proposition is seen as a partnership, where we work together to run the public face of Make Hamilton and create a building thriving with arts, culture and creativity.

## **The Operating Environment**

- Make's primary community of interest is the residents within the building. Secondary to that is the wider community of people who are passionate about creativity, arts, culture, and community.
- There are 50 residents in Make Hamilton, a captive audience of customers.
- The building hosts regular meetings, events, and workshops as part of Make CIC's programme. This includes partnerships with Wirral Met College, voluntary and faith organisations, and public sector organisations like the NHS, Council and advice services. All of whom are potential customers to a food and drink offer.
- The area around Make Hamilton is emerging as a destination for independents. Recently we launched the Argyle Independent Quarter to set out plans for the physical and cultural regeneration of the area - this is an opportunity to be involved as a key stakeholder and ensure the growth in customers for the area.

## **Working in Partnership: Operational Outline**

- As part of the partnership agreement between you and Make CIC, we want the offer to become the front of house to this exciting building. This includes practical

considerations such as being people's first experience of your unique offer and also the rest of Make Hamilton. It would include fielding questions, hosting customers, taking post, and most critically representing the building as a whole.

- All details would be worked out in a partnership agreement so expectations can be managed for both parties and the best outcomes for customers can be achieved.
- Make CIC operates spaces in the building where meetings, events, workshops, educational programmes all take place. These are all opportunities for customers of a food & drink offer, and some logistical management of these spaces will form part of the partnership agreement.

## **Working in Partnership: Revenue Share**

- We are proposing a revenue share model to ensure that the risk and reward is embedded into the partnership approach. Starting a new venture isn't all easy sailing, and we want to be in it with you through the good and the challenging.
- In principle this would mean that the space would be rent free, because major costs would be recovered through a revenue share.
- Direct costs and costs of sale would be down to you, as the operator, and how you wanted to run your business.
- The details of the revenue share model will be based around how much support you may be looking for, to get started. How much of our equipment you need. As well as any other factors.
- The principle to remember is that we want you to succeed. It's in our interest that you have everything you need to make a destination that works for you and works for us. Our approach to the partnership will be based entirely around that.

## **Equipment**

- We have some of the fundamentals you will need to get this venture off the ground.
- Most of the equipment is the front of house, such as fridges, coffee machines, cutlery and crockery.
- The kitchen area needs some investment, depending on what type of food offer you want.
- Using this equipment can form part of the partnership agreement.

## **The Legals**

- Once we all decide this is the right partnership to take forward, we will discuss details of the length of operation, security of tenure and any other legal requirements.
- The important thing to know is that Make CIC owns Make Hamilton and we are not going anywhere.
- And remember, we want you to succeed.

## **Other bits and bobs**

- We need the partnership to support our community. One of the key ways we can achieve this is to sell the products of our community of talented makers, as well as the things we make, such as Birkenhop and Hamilton Honey.
- Details of how this will work will be established in the partnership agreement.

## **Tender Process**

1. Watch our video.
2. Submit answers to the [five questions](#).
3. [Book a tour](#) of the cafe so you know what you're dealing with.
4. Pitch your vision to a panel of our community.
5. Await feedback and a decision.

We don't expect you to submit an all bells and whistles business plan, or complex cashflow forecast, as part of this process. But we do expect you to be able to communicate your vision and plan to a panel of our community, and be able to explain how you'll make it work financially.