

## Welcome to Turner Contemporary

Turner Contemporary is named after the famous 19th-century painter J.M.W Turner (1775 – 1851). Built on the site of the boarding house where he stayed in Margate, the gallery is inspired by Turner's life and work. He found inspiration in the town's skies and light and believed in the power of art as an agent for change. Whilst the gallery does not house a permanent collection of Turner's work, it seeks to draw a connection between his art and contemporary artists, recognising his influence and legacy.

The gallery's design by Sir David Chipperfield offers visitors the opportunity to enjoy free world-class art exhibitions and learning programmes while also experiencing the natural beauty area, with views of the sea and shifting light reminiscent of Turner's own time in Margate. Visitors to Turner Contemporary can enjoy the latest art exhibition, take part in tours or activities, or simply sit and relax in the café while enjoying views of the harbour.

Our work extends beyond showcasing world class exhibitions, to driving the social and economic regeneration of Margate and East Kent and transforming lives in one of the most deprived areas in the UK. Since we opened in 2011, Turner Contemporary has welcomed over 3.9 million visitors, put over £70 million into the Kent economy. We collaborate with a wide range of partners who greatly contribute to our sense of community and belonging.



### **Free admission**

Current projected total for visitor figures for 2022/23 is 230,978 visits - 21% higher than the target of 190,000.

### **Opening times**

Tuesday to Sunday 10.00 – 17.00

Winter opening hours November to March: Wednesday to Sunday 10.00 – 17.00

The café is permitted to operate outside these hours.

The gallery's current licensed hours are 10.00-23.30 daily

Additional special events and previews agreed on a case-by-case basis.

The gallery normally has three main exhibitions per year. There is a changeover period in between exhibitions that normally lasts 3 weeks. For each of the three annual changeover period the gallery is fully closed for the first week and then open on the ground floor for the following 2 weeks. The café would usually close for the first week of changeover.

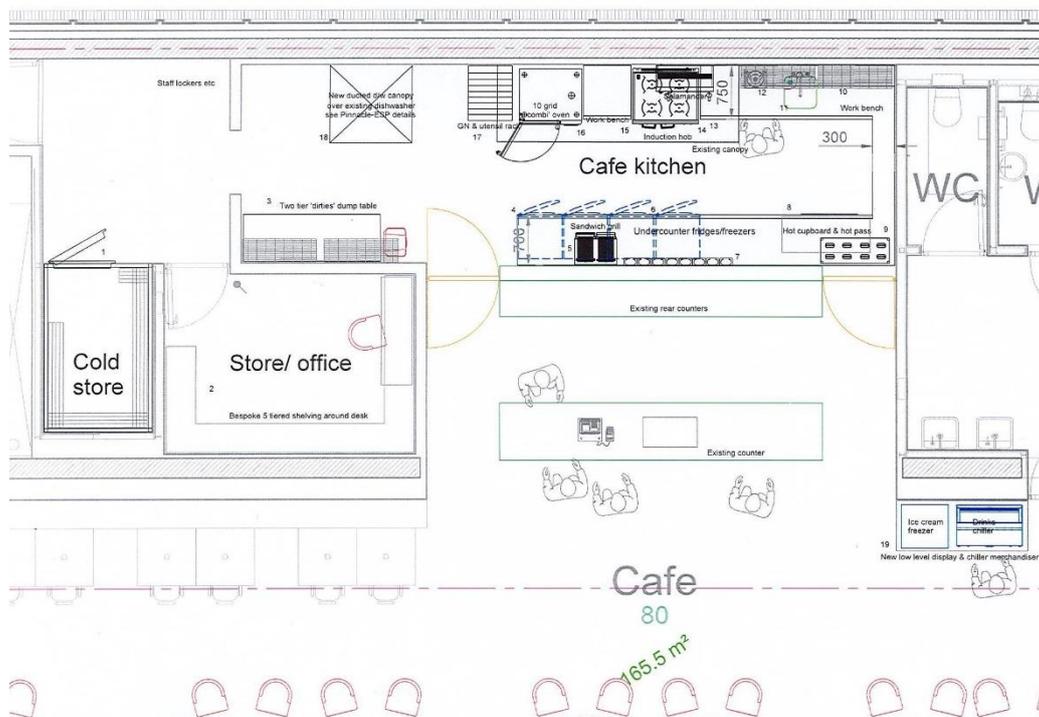
### The Café

The placement of the café at the front face of the building with a southern aspect and distinct views of the bay is a distinct feature of the gallery. The layout has been designed so that the café can operate independent from the gallery.

### Covers

The Café is 140m<sup>2</sup> and the south facing terrace with views across the bay is 266.34m<sup>2</sup>. The current layout allows for 48 covers inside and 24 on the outside terrace.

### Café Floorplan



### Scope

The scope of services is for a contractor to operate the café.

Event catering in other parts of the building as required by Turner Contemporary will be agreed with the café operator on a case-by-case basis. The gallery may source an alternative caterer where the café operator does not wish to provide services or where Turner Contemporary wishes to work with another caterer for a particular event.

The Foyle Rooms provide flexible hire space, which can be subdivided, on the ground floor with the Clore Learning Studio also available to hire on the first floor. The café may be available for hire, in discussion with the café operator. The building (including exhibition

galleries, by special agreement) can be hired outside opening times for private and corporate events. The Venue Hire and Events Manager is responsible for dealing with enquiries and bookings from customers and the catering operator will be closely involved with catering requirements from the initial contact.

### **Facilities, maintenance, and equipment**

Larger kitchen equipment is provided by Turner Contemporary. Other kitchen and front of house items such as coffee machines, ice machine or ice cream makers are provided and maintained by the operator.

Turner Contemporary provides the following utilities and services:

- Water, gas and electricity
- Sewage
- Wi-Fi
- CCTV
- Security
- Building maintenance including the maintenance of fixtures and fittings and the utilities infrastructure
- Daily upkeep and regular cleaning of the café toilets

The café operator is responsible for housekeeping, daily mopping of floors, cleaning of kitchen according to hygiene standards. It is a requirement for the café operator to organise a regular deep clean of the kitchen. The café operator is responsible for kitchen equipment repairs and maintenance.

### **Utilities costs**

Turner Contemporary holds contracts for utilities, including electricity, water, refuse and recycling collection, plus pest control. Proportionate costs are recharged to the café operator as part of a monthly service charge. Turner Contemporary is a member of Laser energy consortium, an energy buying group set up by KCC and so benefits from the economies of scale of the group.

Turner Contemporary recharges a proportion of the following costs to the café operator as part of the service charge:

- Food waste
- Utilities, including kitchen extraction, and hot water
- Pest control
- Water and sewerage
- Ad hoc repairs of kitchen equipment

The gallery provides free WIFI access for patrons of the café.

### **Licences**

Turner Contemporary obtains and maintains all appropriate licences relating to the sale of alcohol and the provision of live and recorded entertainment excluding a television licence. The gallery's Venue Hire and Events Manager is the Designated Premises Supervisor.

The Caterer must be responsible for ensuring that such persons as the Caterer deems appropriate, always possess a personal licence throughout the term.

### **Staffing**

There are no current staff for the café and no TUPE involved. Turner Contemporary is a Living Wage Employer, and we ask the café operator to pay Real Living Wage or above.

### **Staff Discount**

A staff discount for Turner Contemporary employees is encouraged and must (during gallery open hours) be equal to any staff discount offered to café employees. The gallery may discuss subsidising the discount offered to Turner Contemporary employees.

### **Service charge and Turnover Share**

Turner Contemporary will charge a monthly service charge of £2,000.

In addition a monthly commission fee of 10% on sales is chargeable with a guarantee of £2,500 per month, whichever is higher.

### **External Signage**

The café operator is permitted to display signage promoting the café with the approval of Turner Contemporary.



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Contemporary



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**Appendix 1**

Turnover from café sales and from catering for events for recent years, net of VAT, are set out below:

<b>Café Sales Turnover</b>	<b>2017-18</b>	<b>2018-19</b>	<b>2019-20</b>	<b>2021-22</b>	<b>2022-23</b>
April	£34,176	£32,280	£28,046	n/a	Reported in June
May	£25,113	£28,528	£25,121	£13,555.49	Reported in June
June	£22,274	£27,432	£33,453	£28,513.94	£120,156.90
July	£27,092	£29,645	£43,718	£29,467.54	£53,229.17
August	£38,598	£44,095	£48,017	£32,495.37	£59,360.33
September	£24,570	£26,771	£27,253	£33,692.83	£47,246.44
October	£26,276	£22,569	£37,879	£24,057.73	£31,834.49
November	£19,714	£20,728	£28,970	£34,954.57	n/a
December	£16,118	£18,899	£27,595	£25,275.05	n/a
January	£16,779	£17,988	£16,250	£37,254.39	n/a
February	£26,549	£26,123	n/a	£25,224.19	n/a
March	£23,201	£23,789	n/a	£40,029.13	n/a
<b>Café Sales Total</b>	<b>£300,460</b>	<b>£318,847</b>	<b>£316,302</b>	<b>£324,520.23</b>	<b>£311,827.33</b>
<b>Event Catering Sales Turnover</b>	<b>2017-18</b>	<b>2018-19</b>	<b>2019-20</b>	<b>2021-22 - Reported in general takings</b>	<b>2022-23</b>
April	£2,244	£6,557	£7,192		£15,556.93
May	£4,761	£2,787	£3,144		£11,570.02
June	£2,483	£4,092	£7,153		£5,365.93
July	£4,874	£935	£13,635		£3,078.97
August	£149	£2,823	£6,106		£4,326.42
September	£7,892	£6,706	£7,274		
October	£3,875	£4,941	£7,629		
November	£3,604	£5,661	£2,885		
December	£509	£1,734	£1,387		
January	£651	£2,897	£4,217		
February	£3,930	£2,907	n/a		
March	£1,158	£1,411	n/a		
<b>Event Catering Total</b>	<b>£36,130</b>	<b>£43,451</b>	<b>£60,622</b>		<b>£39,898.27</b>
<b>Total</b>	<b>£336,590</b>	<b>£362,298</b>	<b>£376,925</b>	<b>£324,520.23</b>	<b>£351,725.60</b>