

Merriments Gardens, Hawkhurst Road, Hurst Green, East Sussex, TN19 7RA

offers over £1,100,000 plus stock

Reference Number: 4210911

Christie & Co are delighted to bring to the market a rarely available Garden Centre and RHS partner Garden, a unique business opportunity with a fantastic blend of retail, hospitality and leisure revenue streams.



KEY INVESTMENT HIGHLIGHTS

- Renowned RHS partner Garden
- Multifaceted business being a tourist attraction, plant centre, nursery, shop and restaurant
- Excellent reputation for the high quality & unusual plant varieties from its nursery
- 6.62 acre site available on new lease with minimal premium for goodwill
- Recently modernised buildings and huge scope to grow the business and increase concession income
- Turnover for YE 28th Feb 2022 - £1,075,243 with GP margin of c. 59%
- Full team of experienced staff
- Flexible lease terms available

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ROYAL HORTICULTURAL SOCIETY (RHS) PARTNER GARDEN

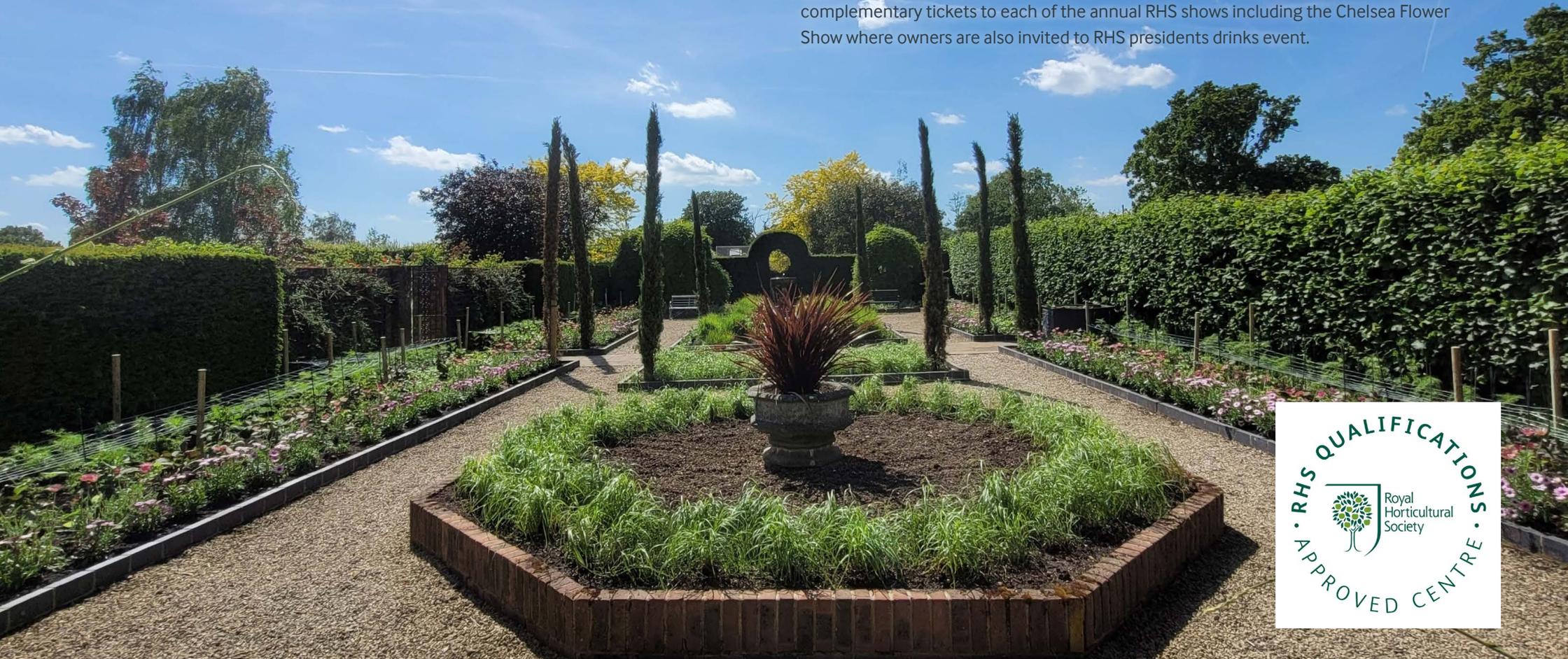
There are in the region of 250 independently owned gardens across the UK and overseas with RHS Partner Garden Status. Gardens are selected by RHS, based on what they consider to be a high standard of design and planting.

This status sets Merriments apart from other local competitors making it a popular leisure destination and driving customers to the garden centre, plant nursery and restaurant.

It is famous for its beautifully planted colour themed borders, water features and Monet style bridge.

In 2021, 1585 RHS members visited the garden plus many more paying guests.

- Non-members pay for access to the garden, adding to the revenue generating potential of the business
- In August 2021, Merriments became a RHS Approved Training Centre, offering RHS Level 2 Theory based qualifications. Students get hands on training in the garden with RHS tutors.
- A few of the benefits to the owners of the RHS status, beyond the prestige of having the garden recognised by RHS, include opportunities to attend exclusive networking events, complementary tickets to each of the annual RHS shows including the Chelsea Flower Show where owners are also invited to RHS presidents drinks event.

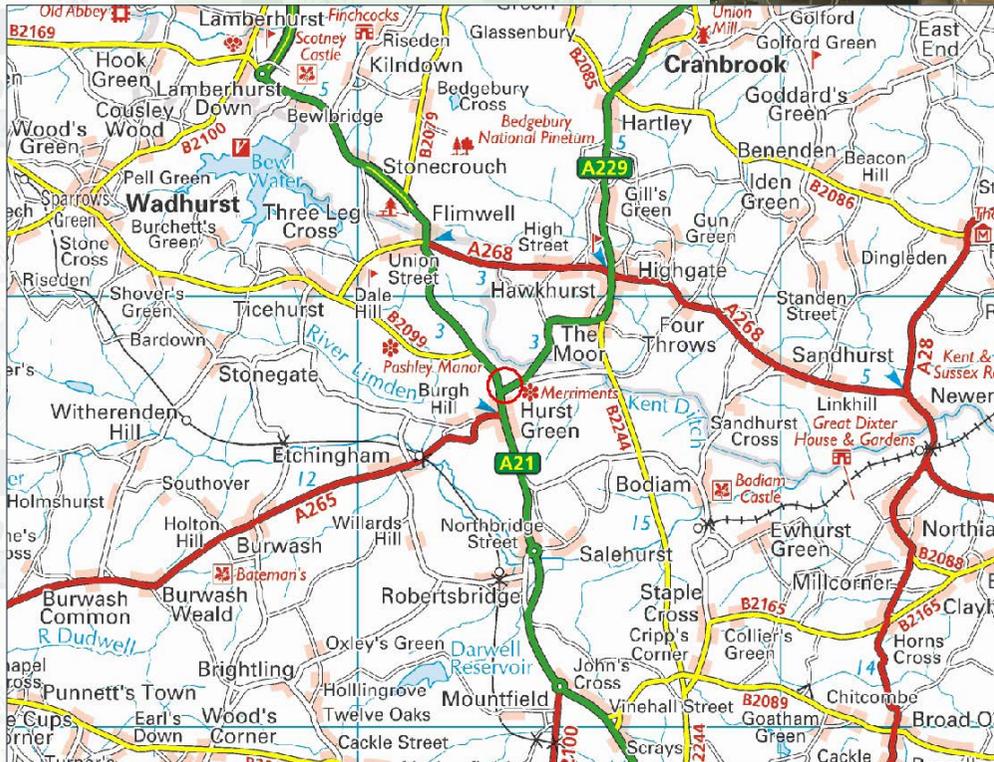




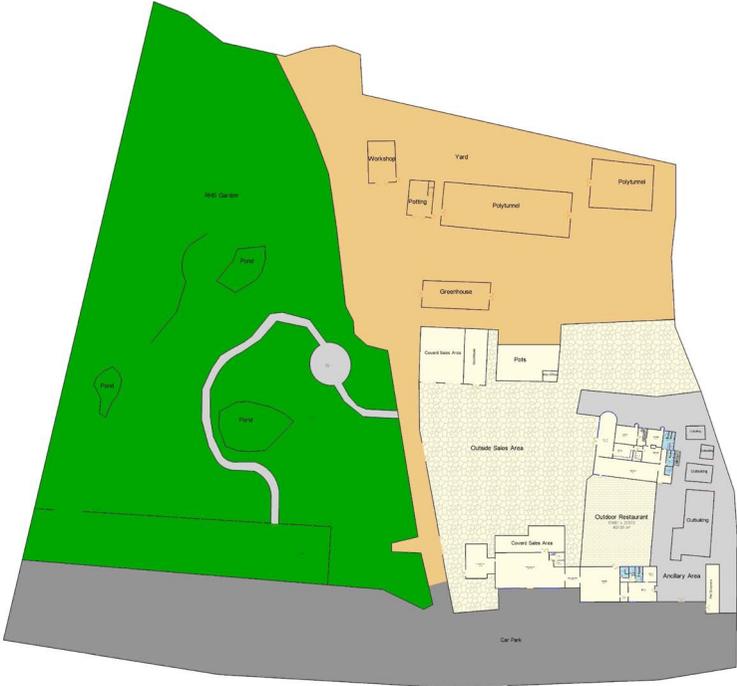
LOCATION

Merriments is located on the A229 which is just off the main A21 London Road, linking the East Sussex coast to London. It is located around 14 miles Southeast of Royal Tunbridge Wells, close to the East Sussex / Kent border on the outskirts of the villages of Hurst Green and Hawkhurst, within the High Weald Area of Outstanding Natural Beauty.

The latest census data shows that 491,091 people live within a 25km radius of the site, however owing to the popularity of the gardens many visitors travel from considerably further afield.



SITE PLAN



The buildings face south

SITE INFO

The site has a broad road frontage and large verge side signage advertising the business. The site is in all around 6.62 acres of which c 3.6 is the RHS Partner Garden.

The site has a number of well maintained buildings which have a total floor area of 570 sqm (6135sqft) and comprise of the main retail area, restaurant with a brand new commercial kitchen fitted in 2021 and the former house which has been recently converted to create a second restaurant with a newly fitted commercial kitchen, orangery and conservatory. This building also has a number of other rooms that could potentially be let to concessions or utilised for further retail, interior or garden design services or office space.

The plant area is of a good size and stocks a wide range of plants including many grown on site in the plant nursery which has a good range of recently erected Poly tunnels

The plant area provides a significant area of raised beds and a shade structure to show off the extensive stock of plants many of which are grown in the well run nursery to the south of the property as well as a dedicated area for the pot sales and specimen trees. Merriments has a long standing reputation for growing unusual and exclusive plants, many show-cased in the garden. The nursery has had extensive investment in the potting shed, new poly tunnels and a propagation unit.





FINANCIAL SUMMARY

The business year end is 28th February, below is table summarising the last four years financial statements, full accounts and detailed sales showing sales by category are available upon request.

	2019	2020	2021	2022
Turnover	695,576	826,845	519,450	1,070,282
Gross Profit	352,716	427,937	260,450	619,672
Staff Costs	401,878	443,993	423,924	552,168
PBT	-234,821	-255,696	-301,293	-365,482
Addbacks				
Internal Rent				105,875
Repairs (50% considered one off improvements)	13,626	13,880	11,029	10,880
Equipment leasing	7,760	7,629	16,465	21,413
Protective clothing	1,278	469		2,509
Legal and Professional Fees	11,591	14,169	15,234	8,668
Donations	694	1,612		950
Bank Charges	3,562	3,735	1,511	4,469
Depreciation	35,143	99,854	141,616	137,763
Interest payable	8,838	8,954	7,478	2,821
Total	82,492	150,302	193,333	295,348
Less				
Government grants		5,914	154,765	8,098
Adjusted Net Profit (before rent)	-152,329	-94,205	-262,725	-78,232

OPENING HOURS

The Garden is open from 20th March to 30th Oct

The Plant Centre & Shop

9am – 5pm

Monday – Saturday

10am – 4pm

Sunday

The Restaurant

9am – 4:30pm

Monday – Saturday

10am – 4pm

Sunday

STAFF

Merriments is a fully managed business.

PREMISES LICENCE

The business trades with the benefit of a premises licence.

The original Restaurant is permitted extended opening hours.

EPC

Rating C

CONTACT

No direct approach may be made to the business. For an appointment to view, please contact the vendor's agent:

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