

**From:**  
**Sent:** 14 June 2013 01:10  
**To:** Pubs Consultation Responses  
**Subject:** The view of an Enterprise tenant

Dear Sirs,

and I have three pubs, one freehold, one on a free of tie tenancy, and the other has a beer tie with Enterprise Inn's.

The purpose of this exercise is, as I understand it, to examine the relationship between the landlord and the tenant and to establish whether the tenant is being unfairly treated by the landlord.

Let me firstly say that our pub is a tenancy with Enterprise Inn's, and I have to say that I have been pleasantly surprised with the manner in which we have been treated, the assistance we have been given, and the overall service of the company. Enterprise have actually been a pleasure to deal with, so I am somewhat baffled at the bad publicity they have, at times, attracted.

We are an outlet that is not particularly dependant on beer as a primary source of income, and so the beer tie is less of an issue to us, than perhaps some other pubs, nevertheless it forms part of our business and the fact that customers can have a "pint" with their meal as oppose to a bottle of beer, sets us apart from restaurants, and is an important part of our business.

Personally, I come from a property background and I would rather pay a "fair rent" for the property and be able to buy my stock on the wholesale market. I do vehemently object to the way pubs are both rated for business rates, and also for the way rent reviews are calculated. I see no reason why they should not be treated in the same way as any other retailer, and assessed on a "rent per square foot basis"! Why should pubs be discriminated against over every other sector on the high street?

I would much prefer to pay a rent for the property as per the above paragraph, and conduct my business without parameters or restrictions, that way I am in total control of my own affairs and the matter is totally transparent.

As a landlord with some investment properties, I let them on the open market at whatever rent I can achieve, I don't then insist that the tenant buy's all their food from my shop, at my prices!

To conclude - I am not a fan of the tie, I am also disgusted at the way government discriminates against the pub industry as oppose to other sectors! I believe that a responsible landlord, and a responsible tenant will always come up with an equitable solution to the rent and beer tie scenario, so would suggest that the government looks much more closely into it's own affairs at the same time.

I will give you an example for my last paragraph - In 2010, we took over our second pub and at the time the business rates were £27,000 pa. We spent in excess of £150,000 on improvements from our own funds, and opened the doors of a bright shiny new pub some 5 months later. Within 4 weeks of opening we had a visit from the ratings department, who said, and I quote, "Oh it's lovely here and you are going to do very well, just like the pub you have in ' '. A few days later our business rates were increased to nearly £60,000 pa and we had barely started trading - absolutely disgraceful!

The problem is that the way pubs are rated, is in pretty much the same way rent reviews are calculated, so the better you do, the the better your ability to trade is, the more you re likely to pay in rent and rates, and that is just not acceptable.

I would just like a level playing field!

Yours faithfully