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 Consumer and Competition Policy
 Department of Business, Innovation and Skills
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To whom it may concern – BIS Committee

In response to the government's consultation into proposing statutory intervention of the relationship between the Landlords and tied tenants, I would like to provide a brief resume of our experiences of leasing public houses, primarily with Enterprise Inns.

We currently operate two outlets, both owned by Enterprise and let to the company on commercial leases. We have had a relationship with Enterprise for . years and with the exception of a couple of minor issues (no different than you may expect from any other landlord) the relationship has been professional and mutually beneficial. The populist view that Enterprise is a profit maximising, faceless organisation with scant disregard for their tenants is, in my opinion, not true. They are a commercial landlord like any other and if the relationship is operated at a commercial level with both parties having awareness of the other's goals and objectives, the model generally works.

Examples of our ongoing relationship and experiences include:

- We invest our own monies in refurbishment, however Enterprise have disregarded the tenants improvements at reviews.
- We renewed the lease of one of the businesses in ; and again any improvement to the business as a result our goodwill and investment was disregarded during the rent negotiations
- We own a small brewery and the landlord has been flexible enough to provide partial free of tie terms to allow us to sell our own product
- We have been allowed to install a microbrewery inside one of our premises
- We had a third outlet which despite efforts from both ourselves and Enterprise (rent concessions, increased beer discounts etc.) failed. Whilst enterprise could have insisted that we remain in occupation for the duration of the lease (. years) or assign the lease, they accepted surrender without penalty. This was a sensible and astute business decision by Enterprise in which they considered the relationship as a whole rather than individual issues. As a result considerable pressure has been lifted from the remaining outlets.

A successful relationship with the company depends very much on the attitude adopted, both at the commencement of the lease and during the term. Tenants must enter the agreement in good faith and be fully aware of the potential liabilities as well as the benefits of leasing a commercial property.

There may be room for some modification. We would like to see the ability to negotiate a free of tie option which would potentially incentivise tenants more than the current system.

However, as a method of gaining traction into the pub trade at a low cost, the tied model works well.

Yours faithfully