

**From:**

**Sent:** 13 June 2013 21:54

**To:** Pubs Consultation Responses

**Subject:** A pub management business viewpoint -

To whom it may concern,

1092

I would like to take the opportunity to provide what I believe is a balanced view from a small business on the forthcoming debate on the relationship between pub landlords or pub co.'s and their tenants.

As a small business it would be very unlikely that we could have found an opportunity to take on a business opportunity on the scale offered by Enterprise Inns re the . They offered a tennanted model which enabled us to take on and create a business and then through further investment allowed us to develop further and grow our turnover.

It has not all been plain sailing since taking on the venture but with the hard work and support offered by Enterprise and particularly their business development manager [redacted] we have continued to grow the business and will be looking to further extend our commitment through other opportunities with Enterprise.

There are elements within the package offered which do need review e.g. the tied cost of product and other mandatory overheads but that is not to say they should cease to exist. There will always be a balance of risk involved when leasing properties which I can fully understand and a cost associated with this and I feel sure that any consultation process would consider these areas and upon conclusion retain them but perhaps on a more competitive basis.

I would expect that any balanced debate would conclude that there is little benefit in "throwing out the baby with the bath water" in terms of any governmental intervention in an issue of this nature but would prudently review and revise whilst keeping in mind that giving opportunity to small businesses like mine can only be of economic benefit to UK Plc.

Yours

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