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**From:****Sent:** 11 June 2013 14:30**To:** Pubs Consultation Responses**Subject:** Statutory intervention into the relationship between landlords and tenants

To Whom it may concern

I am emailing you after reading about the Governments proposals for statutory intervention into the relationship between landlords and tenants. I felt the questionnaire was rather biased, so thought I would share with you my own personal experience of being a multiple operator of several pub's leased from Enterprise Inns.

I first decided to take a pub on in 2011 that was very dated and had aspirations of turning the pub round with very little investment from myself and rely on good retailing to turn things around. How little did I know that without any investment as I did not have the funds, things would not get better as the image of your business is paramount to success. The pub could only open Friday and Saturday evenings as it was only viable to do so on them days and very little return was made. A lifeline was handed to me when the brewery (enterprise Inns) offered a complete refurbishment that would not affect the rent I was paying and would put me through the necessary training that was needed at no cost to myself. When the refurbishment was complete I had great support to market my business and things changed almost over night when we reopened. It went from almost closure to taking in excess of £15k per week and has transformed my personal and business fortunes. This is something I could not of achieved had I been in a freehold situation and would for sure of gone out of business.

The nature of the success enabled me to invest in a number of leased premises and had as many as at one point. Several refurbishments have taken place all with the continued support of both regional managers and divisional directors and a trustworthy relationship has been formed due to the continued support of the brewery. Having won the best new business category at chamber event, this is something I would not of been able to do without the current way of operating. From unbiased point of view I hope the current template remains an option so other people can benefit and the pub industry can rise from it's current decline.

Regards

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02/12/2013