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From: -
Sent: 12 June 2013 15:26
To: Pubs Consultation Responses
Subject: BIS Consultation on PubCo regulation

To whom it may concern

I am a new publican and run an Enterprise Inn's pub,

I had come from a marketing and property acquisitions background in the sector from an independent bar chain, so didn't really have any prior experience to the running of a tied house.

I've been following with interest the BIS Consultation in the trade press, and I wanted to offer my thoughts on the tenant/ PubCo relationship.

I can only speak from my experience that I found dealing with Enterprise very easy and I have felt that I had a great deal of support from the team, which includes my DBM, Property Manager and also the sales and admin team at Head Office. I do feel that this is a partnership and that we are all fighting for the same ends - if my business does well, then they do well. Going into the agreement, I had to negotiate hard to get the deal that was right for me, but this would be no different if I was taking on a lease on the open market. You need your eyes open and fight for the best deal. Within my negotiations I found Enterprise flexible enough that we got a deal that suited both parties.

Enterprise invested capital into refurbishing the property, and gave me financial assistance in the marketing relaunch. In some aspects I was lucky in that I had some capital to invest myself, and in that way the project felt like it was a partnership. I was able to buy out of my ties for all products, except draught. For other publicans with little funds to invest, I can imagine that going into a tied agreement with a brewery for a pub - can be an extremely attractive proposition in that your business is all there ready for you with all the support that you need to run it - training, advice, health & safety, legals and licensing - all you have to do is put in the hard work to run the business. The amount of capital needed to start a pub/ retail business on your own is incredible these days, and I think that many of the people moaning about PubCo's should start looking at the realities of opening and operating a pub on the free market. The grass isn't always greener.

I am actively now looking for a second premises and I wouldn't hesitate to take a pub from Enterprise Inn's or any other PubCo property. After all it would be up to myself, to make sure I did my homework in making sure the deal was right for me (in terms of rent and tied products).

Many thanks