
From:
Sent: 06 June 2013 15:26
To: Pubs Consultation Responses
Cc:
Subject: Pubs Consultation

Dear Sirs

I am an Enterprise Inns leaseholder and I have obviously seen a lot of the negative press concerning the pubco tenant relationship, some of which is no doubt warranted.

However, from a personal point of view, I would not have been able to raise sufficient funds to enter the trade via a freehold premises. Having made my decision the route was the leasehold course.

I have recently negotiated a considerable rent reduction with Enterprise Inns and increased my barrelage discounts. The point I make is that if you have a track record of being at least a competent operator and argue your case in a reasoned manner, it is not impossible to negotiate a better financial model for yourself, without recourse to potentially costly arbitration. Furthermore in the last 12 months Enterprise Inns have invested in my business by refurbishing my leasehold premises at their expense.

I should be grateful if your consultation process would take my own personal experience into account.

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