
From:
Sent: 11 June 2013 09:46
To: Pubs Consultation Responses
Subject: Working with Enterprise Inns

To whom it may concern

After 20 years in the industries, I decided to take on my local village pub which had been empty and derelict for over 10 years and was in need of love and the right operators. The pub was owned by Enterprise Inns, and as a first time publican, I was given a lot of support and guidance in how I should execute my vision for the tired pub and that included invaluable training and first hand expertise from the Enterprise team. We launched our new pub in 2011 and very quickly found that we had a winning concept that appealed to our target audience, and with my Regional Manager, I was able to tweak and adjust our delivery and operating model to ensure that we had a sustainable and profitable business - which we did after our first 12 months trading. The experience was so positive, albeit hard work, that we have decided to take on another pub that has been failing for many years, again with support and expertise of the Enterprise team in realizing another compelling and hopefully successful venue. Enterprise have been willing to listen and open to new ideas, however fanciful, in an attempt to deliver a new partnership model which delivers a better experience and upside for all parties - just because they are a PLC does not mean they are not capable of being creative minded and in touch with what's going on at the grass roots level. I would be happy to discuss further, please do not hesitate to contact me should you have any further questions or comments.

Regards