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From:**Sent:** 07 June 2013 12:28**To:** Pubs Consultation Responses

Dear Sirs,

'I am writing to you in the capacity of a 'tied' publican with Enterprise Inns Plc.,

My partner and I took over an Enterprise lease nearly three year ago in
can categorically say that as young and ambitious entrepreneurs there is absolutely no way that we would have been able to start a business of this type and in this location where it not for the tied mode. We simply would not be able to risk the huge commercial rents nor would we be able to save up the huge deposits required despite coming from a well paid job prior to starting up our own business.

We have benefited from a truly excellent working relationship and they have always come through on any promises made and have always appear to have listened and helped with any concerns. Our success within this model and confidence that has built up over the three years has also enabled us to acquire bigger and more successful premises and we would not have even considered using a different company. Who knows, when the kids are a little older I would like to have three pubs in this model.

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One major point that must be addressed is the sheer 'Math' of the situation. Had I continued to work on in the city on circa 80k per annum I would, after deduction take home around £4500.00k per month. I need four bedrooms for my family, so out of that money I would have to spend probably the best part of that 3k on private residential rent, my wife may work but that would be cancelled out by huge childcare costs. So in other words for the rent I would have to pay anyway, I get a stunning 5 bed property with a business downstairs for the same price of a private rent. I mean, what is everyone complaining about? So if I was not tied, paying probably 3 times more rent, I would be better off? Having no real support? Yes the beer would be cheaper but not everyone drinks beer, I know I won't make the best GP on beer so I promote wine, spirits and serve great food. And please do not even pretend the tie release fees are peanuts in the bigger picture, assuming you have a great business model.

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In summary if it was not for this model and what is a fantastic working relationship with the so called 'evil' big pub companies I would be considerably worse off working for someone else for no more money and I would even see a lot less of my two young kids.

Please do not let a lot of ill business minded publicans who simply cannot think outside the box spoil things for the ambitious entrepreneur!' It is a pity other big companies do not have models that allow people who would not normally be able to start up business do just that!'

Kind Regards,

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