

From:
Sent: 06 June 2013 16:29
To: Pubs Consultation Responses
Subject: Enterprise Inns

I am writing this email to give my views on the 'Tenancy' model within pubs.

My background is with large nightclubs and corporate companies. About two years ago a pub in my local town in the ' ' became available through Enterprise Inns and I jumped at the chance. I did not have the funds to purchase a pub outright so the Tenancy option was very appealing. I agreed a rent price with the Regional Manager and began trading on a ' ' . Due to the complexity of the deal and a new type of pub call

' I was not able to sign a permanent agreement until 6 months later. In this time I had more than trebled the business, but true to their word Enterprise kept the rent at the same price although they could have changed it to go on the permanent deal.

I have a ' ' year tenancy with this pub and the system works for me. My rent will remain the same for ' ' years even though I am in constant sales growth. Enterprise will benefit as I buy all my stock from them, but so will I. There is an option after two years for me to buy the pub outright and become a free hold, or to negotiate a long term lease. I would like to see a government body in place to help or mediate any negotiations between the landlords and the brewery. It is through my hard work and personal investment in the pub that the sales are in constant growth, and this is the case all across the country. Whether I decide to purchase the pub, or re sign another deal once my ' ' years has expired, I don't mind paying a fair price and this government body will help this happen.

The Tenancy model works for me and my experience with Enterprise Inns has been good.

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