

# Application Process

## Application Process

### Personal Licence

If you're planning to run a pub you'll need a Personal Licence. If you don't already have one, you should start making enquiries to take the one day course and exam to get the Award for Personal Licence Holders (APLH). For information on getting a Personal Licence and training courses available, please look at [www.wellsandco.com](http://www.wellsandco.com) or phone us for the relevant details.

### PEAT

You will also need to complete the online BII Pre-Entry Awareness Training (PEAT) course, which has been introduced to help prepare new licensees for taking on their own pub. Applicants will be asked to provide evidence that they have completed the course before they can be offered a pub. Details can be found online on the BII website at [www.bii.org/peat](http://www.bii.org/peat).

### Application Form

To make an application for this business opportunity, please complete an application form and return it to us as quickly as possible. You can apply online, by post or by calling Philippa Stanbridge on 01234 244453 or via email at [retailrecruitment@wellsandco.com](mailto:retailrecruitment@wellsandco.com). Please fill in as fully as possible and give us a call if you've any queries.

### Initial Interview

When we've had a chance to consider your application, you may be invited to attend an initial interview. This will give you and Wells & Co. the chance to learn more about each other. You will also have the opportunity to ask any questions you have.

### Business, Finance & Marketing Plan & Second Review

If your initial interview is successful, we'll ask you to prepare a business plan for the pub for presentation at a 2nd interview. You'll need to include your ideas for developing the pub's potential and must also include the source of funding for purchasing the business and any developments that may be needed.

### Appointment

If your application is successful, an offer will be made and confirmed in writing. This will include the legal position or 'Heads of Terms' of the appropriate agreement. You'll be expected to attend our five day retailer induction course, Wells & Co. Induction Programme. This will help prepare you for your new business venture and you'll meet a number of key Wells & Co. staff. If this is your first tenanted or leased pub, we also offer the chance to spend time with one of our experienced retailers in their pub.

### Business Support

Wells & Co. provides a high level of business support, some of which will be provided through the Monthly Service Charge.

- AWP Consultancy
- Short term loans for business purposes
- Technical Services
- Accountancy support / stocktaking
- Payroll support
- Training courses
- Wine List Planning
- Licensing
- Facilities and Compliance review
- Central point of contact through customer helpdesk

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# Business Opportunity



### Key Highlights

- Stunning site with an affluent demographic profile
- Significant recent capital investment both internally and externally
- Large garden, patios areas and car park
- Payment plan may be negotiated for Fixtures and Fittings
- Ten minute drive from the M1 Junc 12

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team.

### Estimated Costs

Total estimated ingoing costs	£30,000
Annual rent	£48,000



## The Compasses - Greenfield

### To Let

44 High Street  
Greenfield, Bedfordshire, MK45 5DD

[View Pub Details](#)

Be Part of a Winning Team



### Pub Overview

The Compasses is a quality destination food business, with a well established reputation. The business benefits from a one bar operation to the front, with 16 covers, and a 60 cover open plan restaurant to the rear of the property, Externally the business has a very large garden area with patio to the rear along with a delightful patio area to the front, estimated an additional 100 external covers in total, ideal for that alfresco dining. It has recently seen much capital investment from both Wells and Co and the current business operator. It has a fully equipped commercial catering kitchen, and a good sized ground floor cellar.



# The Compasses - Greenfield



## Location

The Compasses is situated in the heart of the village of Greenfield, which is just 10 minutes drive from junction 12 of the M1 and located between the villages of Pulloxhill and Flitton.

## Property

A two story brick building with a roadside location, very large garden and car park. Out buildings ideal for all types of storage, along with a very well appointed 2 bed roomed private accommodation with external exit/entry access. This is a one bar operation with direct access to the kitchen and cellar areas on the ground floor.

## Business Potential

This is a fantastic opportunity for a modern food retailer who understands village life and the importance of great customer service with a quality dining experience. We feel there is big potential to build on the existing trade by offering party, celebration and special occasion experiences both internally and externally. We feel this business has the potential to trade up to £665,074 net sales pa, sustaining a Fair Maintainable Rent of £48,000pa.

## Suitable Applicants

The Compasses would suit an experienced food operator, motivated to embrace village life and to enhance the pub's already strong status as the heart of the local community. Consistently high standards and an unwavering focus on customer satisfaction are both essential.

# The Compasses - Greenfield

MAT rolling 12 months to Nov 2022	Total volume (Brewers barrels = 36 gallons)	Barrels (Beers & Stout)	Composite Barrels (cider, wine, spirits, FABs and minerals)
2022	105	65	40
2021	92	57	35
2020	101.4	64	37.4
<b>Volume Notes</b>	20201 volumes were effected by covid & closure. Full tie to purchase all draft, wines, minerals and spirits from Wells and Co Ltd		

## Agreement Offered

A 3 year fixed term or renewable tenancy agreement is offered with a full tie to buy all drinks (beer, wines, spirits, minerals, stouts and ciders) from Wells and Co Pub Partners.

## Premises Licence

There is a current premises license in place for alcohol and live music with licensing hours being 10:00 to 23,20 Monday to Saturday and 12 noon to 22,50 on Sunday. A copy of the license will be made available for applicants to view.

DISCLAIMER This financial data is provided by Wells & Co. as general information and for illustrative purposes only. It should not be relied upon as a source of financial or legal advice either by you or by any third party. We cannot accept any responsibility to you or to anyone else for any losses arising from reliance on information or data contained within this document.

## Ongoing Costs

<b>Service Charge</b> Payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only). NICEIC Electrical Test (tenancies only)	<b>£1,820</b>
<b>Accountancy Services</b> Fees for a nominated accountant (in the region of)	<b>£2,600</b>
<b>Stocktaking Services</b> Six professional stocktakes per annum recommended	<b>£1,560</b>
<b>Rent</b> In the region of (payable monthly in advance)	<b>£48,000</b>

## Anticipated Investment Required

<b>APPROXIMATE TOTAL</b> Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings	<b>£29,700</b>
<b>Security Deposit</b> Payable in advance to Wells to cover charges incurred by your business (If your business is to operate as a limited company a bond of £10,000 is required, together with a personal guarantee for all directors)	<b>£12,000</b>
<b>Training Course Fees</b> Per person (payable to Wells & Co. Ltd) 5 day induction course mandatory for all licensees - NB £800 for two people	<b>£500</b>
<b>Administration Fee</b> In the region of (payable to Wells & Co. Ltd in advance) to cover e.g. premises license changes, solicitors fees, and agreement	<b>£400</b>
<b>Working Capital</b> Minimum working capital required	<b>£8,000</b>
<b>Stock &amp; Glassware</b> In the region of to cover the value of opening stock	<b>£4,000</b>
<b>Valuers Fee</b> In the region of (paid to valuer) for valuing fixtures and fittings.	<b>£800</b>
<b>Advanced Rent</b> In the region of (usually 1 month) - negotiable	<b>£4,000</b>
<b>Fixtures &amp; Fittings</b> Estimated valuation to purchase e.g. carpets, curtains, tables and chairs, kitchen equipment (£ est)	<b>£45,000</b>