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From:**Sent:** 14 June 2013 18:00**To:** Pubs Consultation Responses**Cc:****Subject:**

currently has two leasehold pubs with enterprise and are looking over the next few years to develop more.

The current model works well for us as a business

- Low ingoing costs often limited to fixtures and fittings and SAV. On our last acquisition we were able to spread the cost of this over 2 years. To us as a running a fast growing company this is a major benefit, we can use our capital elsewhere.
- Flexible lease options. We were able to do the first 'free of tie lease' on casks with Enterprise back in 2010. As a brewer with pubs this is crucial. We have been able to develop a highly successful pub in a small market town with seven cask ale hand pumps (quite a rarity in today's climate). Through the free tie provision we are able to showcase our own beers but also beers from lesser know breweries with whom we have swapped. This gives us a real and distinctive USP
- Our model is to develop and run town centre pubs. The cost of a freehold to us at this time is prohibitive.
- Enterprise offer business support and some excellent free training courses which many of our staff have attended
- Enterprise are investing in their pubs, we are just embarking on a major redevelopment at one of our sites. Again as a small fast growing company we would not have the resources to fund or manage such a project on our own.
- We currently have a good open working relationship with Enterprise and are looking to develop an estate of pubs with them.

Managing Director

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