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From:
Sent: 13 June 2013 15:41
To: Pubs Consultation Responses
Subject: Government Proposals for Statutory Intervention into the Relationship Between Pub Landlords and Tenants

13th June 2013

To Whom it May Concern,

Re: Government Proposals for Statutory Intervention into the Relationship Between Pub Landlords and Tenants - B.I.S. Proposals

As a tenant and operator of 2 pubs owned by Enterprise Inns under their tied agreement, I would very much like to put forward my views and opinions on the benefits of the existing model.

Despite it having always been my ambition to be a licensee, I can categorically say, that without the existing model, this would never have been possible due to financial constraints. The cost and indeed risk involved of purchasing a freehold pub made this an impossible goal. However, I was able to enter into an agreement with Enterprise Inns and start my first business with a relatively small amount of capital, but with the potential to build up the business and make a success of it.

Yes, I am committed to the beer tie, but in return, I pay a relatively low monthly rent, considerably lower than I would pay in the open market, and indeed, much less than my own parents were paying 20 years ago before the model existed.

I found that with commitment, hard work and a genuine love of the lifestyle and industry, my first business became so successful that I was

able to take a second tenancy, based on the same agreement, which has also gone from strength to strength.

Enterprise Inns offered me a low-cost, low-risk business opportunity with added benefits of a support system which has offered practical help, advice and indeed recently invested funds in the form of external re-decoration at one of the premises.

I have always found every representative of Enterprise Inns to be helpful and professional and I have built up an excellent working relationship with everyone I have encountered.

I have all the benefits of running my own businesses, but with the added safeguard of help and support if it is ever required. The Enterprise Inns Code of Practice, which has been in existence for 2 years or so, I find to be fair and helpful.

Also, I think it's worth noting, I take MY side of the agreement very seriously. I am totally aware that the success or otherwise of my business is ultimately down to myself. I am just grateful that I was given this opportunity, as without the model as it stands I would most probably have been excluded from the industry altogether.

Yours sincerely

Enterprise Inns Tenant

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