

2010 saw our first lease agreement with Enterprise Inns PLC, with a suitable stepped rent and tie on beers and ciders. As neither of our management team had really been publicans before we worked with Enterprise and developed a foundation for a solid business model, with training and market advice from Enterprise. From an industry perspective Enterprise gave us the insight and their knowledge, from a commercial and business perspective we used our business backgrounds of marketing, business growth and strategies to plan the renovation and rejuvenation of a historic public house.

Our business model has been successful, allowing us to take an underperforming business employing three members of staff to a business that is performing very well and employees over twenty members of staff. The support we have had from Enterprise, our regional manager and at times directors, have allowed us to build a solid business. In 2012 we add a second pub with Enterprise to our portfolio and are now looking at adding the third.

Based on our experiences thus far adding a Statutory Code would not be viable to our business model as a tied tenanted and would further add restrictions to the industry, and the fact we have already demonstrated while working with Enterprise that public houses can be resurrected, would give fear that Statutory Codes would mean certain establishment would be closed permanently.

Adding restrictions to business removes choice, business owners have a choice before embarking on a partnership and for those that think the pub trade is easy, are mistaken the days of renting a pub, opening the doors and making money are long gone. Would a Statutory code cover the like of Weatherspoons and their low priced drinks? Sadly some people are not cut out for business and this is shown by underperforming establishments, everyone want to make money and develop a good business, and asking questions and working with other companies should be encouraged.

Enterprise has invested in our sites heavily to develop the site and the business with us. Enterprise, working with us made it easy to enter the business sector with stepped rent, training and support allowing it to be a low cost way for us. Before signing any contract with Enterprise we were made aware of ties and release fees and options available to us. We as a business understood, questioned and negotiated these. Our rent is within the market value and suits the business, the fact we have increased the business doesn't mean Enterprise will increase our rent or 'penalise' us for our success, it would not make commercial sense for them to 'rack' up our rent based on the success we have brought to the sites as we would not continue any leases, and they would need to potential start again costing them thousands of pounds. If the code did include a open market rent review, some publicans may find they should be paying more.

The success stories are not reported as widely as the ones who got it wrong, or feel that someone else is to blame. If you sign a contract, read it, understand it and negotiated. We should not have to hold hands with those who think they can. There is sufficient business law in place to govern contract and we've never experienced surprises with Enterprise and nor do we expect to. Adding any code may help the businessman who thinks he can, but what could be the affect on those who know they can.

If you ask for help, within our experiences we tend to get it. A month without rent to help reposition your business, I'm sure Enterprise would, it costs those more to put another person into an establishment, advertising, legal fees, reduced and stepped rent the list is endless.