

# 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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Wells & Co. Ltd gives notice that the contents of these particulars are believed to be correct but are given without responsibility and intending purchasers or lessees should satisfy themselves by inspection or otherwise to their correctness. These particulars do not form any part of any offer or contract and no person in the employment of the company has any authority to make or give representation of warranty to this property.

# Business Opportunity



### Key Highlights

- Pub in excellent condition following 2019 refurbishment
- Prime location in centre of affluent Hertfordshire village
- Historic pub in great roadside position with large car park
- Profit potential in the region of £55000 per year
- Payment plan available for fixtures and fittings

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team

### Estimated Costs

Total estimated ingoing costs	£35,000
Annual rent	£55,000pa



## The Two Brewers, Potters Bar - Under Offer To Let

1 Northaw Road West , Northaw, Potters Bar Hertfordshire, EN6 4NW

[View Pub Details](#)

Be Part of a Winning Team



### Pub Overview

The Two Brewers is a beautiful traditional country pub with a welcoming, informal ambiance. Its internal layout, a collection of adjoining rooms, adds to this cosy appeal, while space for 70 covers externally ensures that the pub is equipped for all seasons. Recent investment by Wells & Co. has seen the historic pub receive an internal refurbishment. No matter your reason for visiting, The Two Brewers is sure to become your pub of choice in the Potters Bar area.



# The Two Brewers, Potters Bar - Under Offer



## Location

Northaw is an affluent village located just 2 miles from Potters Bar and 20 miles north of Central London. This popular village is much sought after thanks to its picturesque setting and great transport links. The pub is centrally located on the Northaw Road west within the Northaw & Cuffley parish which is home to over 5,000 residents.

## Property

- This 17th Century two storey property sits on a large plot with private car park for 25 vehicles, enclosed garden and external barn providing an ample area for dry storage. The property boasts a number of traditional features and unique trading areas whilst recently benefiting from a mini refurbishment. The pub has a great roadside location providing a great opportunity to merchandise and promote the pub's offer to passing trade.
- The site has a public bar with a mix of traditional seating, bar stools along fixed seating. This area has a total of 50 covers whilst the conservatory overlooking the picturesque garden has 24 covers. All areas are served by one long bar. The internal trading areas play host to traditional features such as wooden beams, open fires and original flooring. Externally in the newly landscaped rear garden there are 50 covers with an additional 20 covers at the front of the property and an ample smoking provision at the rear.
- Catering grade kitchen, ample cellar and large external barn.
- The living accommodation consists of 3 bedrooms, bathroom and lounge.

## Business Potential

• The Two Brewers is a fantastic business opportunity with a strong local and regional reputation. It is an established, profitable business with a large and loyal customer base. A continuation of the existing offer will ensure the business remains profitable and focus on engaging with the local community will ensure its place as the village hub.

• Pre lockdown, the turnover was approximately £13,000 net per week, circa £2,000 ahead of what we consider to be 'fair and maintainable trade'. It operates on a 40/60 wet/food split. Business accounts are available on request.

## Suitable Applicants

The diversity and 'classic country pub' personality of The Two Brewers make it an ideal fit for an operator with experience of running a quality food and community-based business. Key attributes include a keen eye for detail, a taste for quality food and the ability to train staff in order to ensure consistently outstanding customer service. In order to maximise the site's potential it is essential that applicants are community-oriented and possess the financial skills required to operate a business of this turnover.

# The Two Brewers, Potters Bar - Under Offer

Month and Year of MAT figures 12/2018	Total volume (Brewers barrels = 36 gallons)	Barrels (Beer and Stout)	Composite Barrels (Cider, wines, spirits, FAB's and minerals)
<b>Moving Annual Turnover</b>	410	70	34
<b>Last Year</b>	349	285	64
<b>Previous year</b>	226	158	68
<b>Volume Notes</b>	The current operator is fully tied		

## 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 & Co. Pub Partners.

## Premises Licence

There is a current premises license in place for alcohol and regulated entertainment, with licensing hours being 10am to 00:30am Monday to Thursday, 10am to 01:00am Friday to Saturday and 12pm to 12am on Sunday. A copy of the license will be made available for applicants to view.

## Business Rates

Information about current business rates can be found at [www.voa.gov.uk](http://www.voa.gov.uk). We always encourage our licensees to challenge rates by using Gerald Eve, our nominated specialist.

Floor plans, demographic information and an Energy Performance Certificate can be found on the pub's vacancy page on our website.

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>Rent</b> in the region of (payable monthly in advance)	<b>£55,000pa</b>
<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>£1,820pa</b>
<b>Accountancy Services</b> Fees for a nominated accountant	<b>£2,600pa</b>
<b>Stocktaking Services</b> We recommend all licensees should have six professional stocktakes per annum	<b>£1,560pa</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>£35,083</b>
<b>Security Deposit</b> Approximate figure, paid in advance to Wells & Co. Ltd held to cover credit and rental charges. Returnable at the end of the agreement.	<b>£13,750</b>
<b>Stock and Glassware</b> In the region of (paid to the outgoing licensee on the day of changeover) to cover the value of opening stock.	<b>£5,000</b>
<b>Valuers Fees</b> In the region of (paid to valuer) for valuing fixtures and fittings. Minimum working capital required	<b>£800</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>£550</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>Advance Rent</b> In the region of (usually 1 month)	<b>£4,583</b>
<b>Working Capital</b> Minimum working capital required	<b>£10,000</b>
<b>Fixtures and Fittings</b> Estimated valuation (paid to the outgoing licensee via the valuer at least 7 days in advance) to purchase e.g. carpets, curtains, tables and chairs, kitchen equipment.	<b>£30,000</b>