

# Application Process

## Application Process

### Personal License

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.

# The North Western , Wolverton - Sales Share Agreement



### Key Highlights

- New Sales Share agreement
- Opportunity to drive trade through community events
- Great reputation amongst local sports fans
- Town centre location next to Wolverton station
- Profit potential £28,895 plus gaming machine income

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team



## To Let

Stratford Road, Wolverton  
Buckinghamshire, MK12 5LJ  
[View Pub Details](#)

### Be Part of a Winning Team



### Pub Overview

The North Western is a friendly, traditional pub in the heart of Wolverton, near Milton Keynes. Enjoying a prominent location on the town's high street, its thoughtful selection of real ales, wines, spirits and soft drinks is complemented by a strong food offer, with its delicious and great value breakfasts a particular hit amongst its loyal regulars. The pub is L shaped, with a comfortable dining area to the front and a large bar area stretching down to a small courtyard garden. As the trading area is quite long and narrow, it can clearly be differentiated into different areas to support pub games, drinking and dining and TV events; sports fans regularly visit to watch the big match. Popular amongst local business and residents alike, the North Western has established itself as a hub and meeting place for the local community.



# The North Western , Wolverton - Sales Share Agreement



## Location

Situated In Wolverton a densely populated residential area in Milton Keynes. it is located in the town centre close to the railway and bus Mallon and opposite a busy supermarket .

## Property

A large three-story rendered pub which faces directly onto the main road in Wolverton benefiting from significant football. The pub is L-shaped with a more comfortable dining area to the front and a large bar area stretching down to a small courtyard garden. As the trading area is quite long and narrow, it can clearly be differentiated into different areas to support pub games drinking and dining The pub is service from a seller trade kitchen large storage areas and office. On the first floor 3 bedrooms lounge bathroom toilet and kitchen

## Business Potential

The pub is already popular amongst the locals and services as a hub and meeting place In Wolverton for the local community its currently well patronised by railway workers ,sports events and pub games Trade has been developed through well executed marketing plan focusing on events and entertainment. The FMTweekly net turnover of around £8,354 per week with wet and dry spit of 92/8. Sales at this level should give a potential profit of £26,895 with additional machines profits..Please note that these are estimated figures which are for guidance purposes only .

## Suitable Applicants

The North Western would suit a hands-on operator committed to providing great hospitality and motivated to engage with the local community. The ideal applicant will have the experience to build upon the pub’s already strong reputation for regular fun events, alongside the know-how to develop the food menu on offer.

# The North Western , Wolverton - Sales Share Agreement

Month and Year of MAT figures 2019/2020	Total volume (Brewers barrels = 36 gallons)	Barrels (Beer and Stout)	Composite Barrels (Cider, wines, spirits, FAB's and minerals)
Moving Annual Turnover	61	54	7
Last Year	70	61	9
Previous year	85	75	10
Volume Notes	Volume information does not show wines, spirits and minerals as the pub was part tied.		

## Anticipated Retained Income

Drink Sales	
Food Sales	
Room Sales	
Gaming Machines	

## Agreement Offered

A 5 year fixed term Sales Sharing agreement is offered with a full tie to buy all drinks (beer,wines, spirits, minerals, stouts and ciders) however all wet stock is supplied and paid for by Wells & Co.

## Premises Licence

There is a current premises license in place for alcohol and regulated entertainment, with licensing hours being 8am to 12am Sunday to Thursday and 8am noon to 12.30am on Friday to Saturday. 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.

## Ongoing Costs

Service Charge Payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only). NICEIC Electrical Test (tenancies only)	£2,629
Accountancy Services fees for a nominated accountant	£3,210
Stocktaking Services We recommend all licensees should have six professional stocktakes per annum	£960

## Anticipated Investment Required

APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings.	£11,000
Security Deposit Approximate figure, paid in advance to Wells & Co. Ltd held to cover credit and rental charges. Returnable at the end of the agreement.	£6,000
Training Course Fees per person(payable to Wells & Co. Ltd) 5 day induction course mandatory for all licensees – NB £800 for two people	£550
Administration Fee in the region of(payable to Wells & Co. Ltd in advance) to cover e.g. premises license changes, solicitors fees, and agreement.	£750
Working Capital Minimum working capital required	£3,700

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