

# 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.

# The Ship, Cambridge - Exciting Investment Planned



### Key Highlights

- Profit before draws based on Fair Maintainable Turnover over £50,000 inc machines
- Transformation Investment planned with planning permission
- Prominent location on the east side of Cambridge with large garden
- Opportunity to be involved in the development a fantastic community pub
- Good sized catering kitchen, with plenty of storage capacity

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team.



## To Let

Northfield Avenue  
Cambridge, Cambridgeshire, CB4 2LG  
[View Pub Details](#)

### Be Part of a Winning Team



### Pub Overview

With historical good levels of trade established by previous operators, and a planned transformational investment by Wells & Co, The Ship presents an enticing opportunity to take on a popular community-focused local pub. Located in Kings Hedges & Arbury areas of Cambridge, within easy walking distance of the area's sizeable population, The Ship occupies a prominent location and has a good roadside presence.

The pub is a traditional community pub, with Pool, Darts, Bingo & entertainment amongst the activities, with there is an opportunity to create for a simple, traditional & value for money food offer. that will attract in customers during the day, as well as during events and activities.



# The Ship, Cambridge - Exciting Investment Planned



## Location

The Ship is located on Northfield Avenue between in the Kings Hedges & Arbury areas of Cambridge, on the North Eastern side of the city, with easy access from the A14 or a short drive into Cambridge. The Pub is surrounded by residential houses, who are potential customers for this business.

## Property

The Ship is a detached property. The planned investment will make a large open plan trading area, with areas allowing for relaxed drinking and eating and for traditional games including Pool, darts and space for fruit machines. There is a reasonably sized catering kitchen and storage areas, allowing the introduction of a simple food offer.

The investment will included a complete overhaul of the outside garden to make it an attractive place for all the family during the better weather in the enclosed garden & to the side. The pub has been popular amongst the local residents & should be developed as a local hub for the area. The domestic accommodation comprises large lounge, good sized kitchen, bathroom and 2/3 bedrooms.

## Business Potential

The Ship with the investment has a massive opportunity to develop traditional activities, live sport & entertainment and traditional games. There is the potential to develop this further and introduce a wider range of draught products including cask ales plus the opportunity to introduce a value for money family friendly food offer.

The FMT suggests the site is capable of achieving turnover of over **£562,600** with a wet/food split of 93/7, a potential net profit for the partner of over **£41,000**, with additional profit share income from the fruit machines & pool table estimated at over **£9,750**.

## Suitable Applicants

The Ship would suit strong entrepreneurial operators committed to engaging with their local community & to provid a community hub for the area with a safe and enjoyable atmosphere. The operator must have a desire to develop the whole of the business including local activities as well as a traditional food offer and with the investment to build its already strong reputation for community activities. Financial know-how is required to maximise the pub's new profit potential, as is marketing experience, particularly social media, in order to promote The Ship's new transformational investment and events programme to the wider area.

# The Ship, Cambridge - Exciting Investment Planned

Month and Year of MAT figures 02/2020	Total volume (Brewers barrels = 36 gallons)	Barrels (Beer and Stout)	Composite Barrels (Cider, wines, spirits, FAB's and minerals)
Moving Annual Turnover	189	142	47
Last Year	199	150	49
Previous year	159	126	33
Volume Notes	Volume history reflect the site being fully tied		

## Anticipated Retained Income

Drink Sales	£523,200
Food Sales	£39,400
Total Sales	£562,600

## Agreement Offered

A 5-year fixed term Sales Share 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. The Retained Income for the operator for this site will be 32% of net weekly turnover on wet sales, 95% on food and 50% of gaming machine profits.

## Premises Licence

There is a current premises license in place for alcohol and regulated entertainment, with licensing hours being 11am to 12am Monday to Saturday and 12 noon to 11pm 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.

## Ongoing Costs

Service Charge Payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only). NICEIC Electrical Test (tenancies only)	£3,000pa
Accountancy Services Fees for a nominated accountant (extra £695 for Limited Company)	£3,905pa
Stocktaking Services We recommend all licensees should have six professional stocktakes per annum	£960pa
Rent Payable monthly in advance	£0pa

## Anticipated Investment Required

APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings.	£7,870
Security Deposit Approx figure, paid in advance to Wells & Co. Ltd held to cover credit and rental charges. Returnable at the end of the agreement. Note - If the business is to be run as a limited company, a deposit of £10,000 will be required along with a personal guara	£5,000
Stock and Glassware In the region of (paid to the outgoing licensee on the day of changeover) to cover the value of opening stock.	£0
Valuers Fees In the region of (paid to valuer) for valuing fixtures and fittings.	£0
Training Course Fees Per person (payable to Wells & Co. Ltd) 5 day induction course mandatory for all licensees - NB £800 for two people	£0
Administration Fee In the region of (payable to Wells & Co. Ltd in advance) to cover e.g. premises license changes, solicitors fees, and agreement	£370
Advance Rent In the region of (usually 1 month)	£0
Working Capital Minimum working capital required	£2,500

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