

# 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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## The Fir Tree, Woburn Sands



### Key Highlights

- Affluent town centre location
- 55 internal dining covers
- 5 letting bedrooms
- Well equipped commercial kitchen
- Payment Plan available for Fixtures and Fittings



## To Let

The Square, Woburn Road  
Woburn Sands, Bedfordshire, MK17 8SY  
[View Pub Details](#)

### Be Part of a Winning Team



### Pub Overview

Originally a 19th century cottage and brewhouse, the Fir Tree Inn has been providing great food, drink and a comfy bed for the weary travellers since 1850. The pub offers great quality home made food, a full selection of beers and wine, including locally brewed Cask Ales. With five letting bedrooms, the Fir Tree offers the perfect place to stay for business customers or those exploring the local area.



# The Fir Tree, Woburn Sands



### Location

The Fir Tree is situated in the heart of Woburn Sands, and due to its proud high street location it is highly visible to passing trade, shoppers and the local community. The town is situated on the former A5130 road from Woburn to Milton Keynes, and is located just 2 miles to the south-west of Junction 13 of the M1 motorway. It also has the benefit of Woburn Sands railway station on the Marston Vale line just a 5 minute walk away.

### Property

This is a two story brick building with off street parking and a separate accommodation block with 5 letting rooms. The main trade area is a one bar operation split into two distinct areas, a warm and cosy bar to the front of the business and more formal dining area at the rear. The business offers 55 internal covers in total and can easily be serviced by the ground floor commercial kitchen and basement cellar. The accommodation block sits opposite the main pub area making it quiet and relaxing for customers staying the night.

### Business Potential

This business is already popular with local consumers and also serves as a hub and meeting place in Woburn Sands for bikers, walkers, business meetings and as a perfect meeting spot for those out of the area. There is a big opportunity in developing the existing food offer and driving occupancy rates for the letting accommodation. The Fir Tree has the potential to achieve a weekly gross turnover of £8,000, with a trade split of 61% wet, 33% food and 6% rooms. All fixtures are estimated and should be used for guidance purposes only.

### Suitable Applicants

The ideal applicant should be committed to providing excellent hospitality to existing and new customers, along with having a passion to engage with the local community to drive a range of weekly activities. Experience of retail catering and room lettings would be essential.

# The Fir Tree, Woburn Sands

MAT rolling 12 months to Feb 2020	Total volume (Brewers barrels = 36 gallons)		
Moving Annual Turnover	221		
Previous year	2019 total volume 240 brls		
Volume Notes	Volumes have been effected by covid closure. Full tie to purchase all draft, wines, minerals and spirits from Wells and Co Ltd		

### 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 Charles Wells Ltd. A long term fully insuring and repairing lease agreement would be considered for a well-funded and experienced applicant.

### 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.

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

Service Charge Payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only). NICEIC Electrical Test (tenancies only)	1,820
Accountancy Services fees for a nominated accountant	2,600
Stocktaking Services We recommend all licensees should have six professional stocktakes per annum	1,560
Rent In the region of (payable monthly in advance)	30,250

### Anticipated Investment Required

APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings.	23,720
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. Note - If the business is to be run as a limited company, personal guarantors from each company director are required.	7,500
Stock and Glassware In the region of (paid to the outgoing licensee on the day of changeover) to cover the value of opening stock.	4,000
Valuers Fees In the region of( paid to valuer) for valuing fixtures and fittings.Minimum working capital required	800
Training Course Fees Per person (payable to Wells & Co. Ltd) 5 day induction course mandatory for all licensees - NB £800 for two people	500
Administration Fee In the region of (payable to Wells & Co. Ltd in advance) to cover e.g. premises license changes, solicitors fees, and agreement	400
Advance Rent In the region of (usually 1 month)	2,520
Working Capital Minimum working capital required	8,000
Fixtures and Fittings 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.	34,000

