

# 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

MISREPRESENTATION ACT 1967  
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

- 3 months free rent - saving £6,625 & BII Membership
- 1st year rent inc rent free period £9,375
- Prominent location in Shefford on the High Street
- Affluent and up and coming town close to A1(M)
- Recently refurbished
- Car park, garden, patio & outdoor smoking area

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team

### Estimated Costs

Total estimated ingoing costs	£20,000
Annual rent	£26,500



## The Bridge, Shefford To Let

50 High Street  
Shefford, Bedfordshire, SG17 5DG  
[View Pub Details](#)

Be Part of a Winning Team



### Pub Overview

The Bridge is a two bar operation with lounge to the front and a more community based bar to the rear with multiple TVs and a live entertainment setup to offer additional ways to engage with customers of all ages and interests. While The Bridge is already well known and loved amongst its local community, with the opportunity to develop food sales further at the site we are now looking for an operator with the vision to recognise all the sites potential and the ambition to release the next chapter in it's history & to utilise all its facilities including the beer garden.



# The Bridge, Shefford



## Location

Enjoying a prime location on Shefford’s High Street, The Bridge is ideally situated to profit from the wealth of retail outlets, local businesses and residential housing on its doorstep. While the pub’s focus has traditionally been on sport and entertainment-led activity, its two separate bar areas, garden, and dedicated parking lend it the versatility to cater to a wide range of events and clientele.

Shefford is a small town of over 7,000 people and growing with new houses being built on the outskirts of the town. The village has 3 fantastic large schools in attracting more affluent families to the area. Shefford is also next to Chicksands RAF base with a population of a further 2,500.

## Property

- 2 storey building in good order, with car parking and garden to the rear, patio, and outdoor smoking shelter to the side of the property
- The pub benefits from trading in two separate bar areas, serviced from a central bar servery. The bar lounge is situated at the front of the pub and features include a plasma screen. The rear bar features darts, 2 screens and lighting equipment for the provision of live entertainment
- The pub has overall 50 covers, of which 35 a more suitable for food
- The pub is serviced from a ground floor cellar, storage areas and trade kitchen
- The first floor comprises a lounge/diner, 3 bedrooms, kitchen, bathroom and WC

## Business Potential

As the pub is run as a tenanted operation, we do not have access to audited accounts. From previous experience, based on the style of operation and location, we would anticipate that The Bridge has the fair maintainable turnover in excess of £273,000 p/a gross sales, bringing a potential profit before drawings of £29,100 p/a plus machines estimated at £4,000 p/a.

## Suitable Applicants

Hands on & experienced retailers, committed to providing great hospitality and able to engage with the local community. The ideal applicant will have an appreciation of the commercial & financial skills required to operate their own business, an ability to drive sales through a range of activities and an interest in developing food as part of the overall business. Wells & Co will only grant a tenancy to a limited company. All Directors of the limited company will be required to provide a personal guarantee.

# The Bridge, Shefford

MAT rolling 12 months to Nov 22	Total volume (Brewers barrels = 36 gallons)	Barrels (Beers & Stout)	Composite Barrels (cider, wine, spirits, FABs and minerals)
2022	36	28	8
2021	52	42	15
2020	106	84	23
2019	116	88	28
Volume Notes	Volumes have been effected by covid closure. Full tie to purchase all draft, wines, minerals and spirits from Wells and Co Ltd		

## Anticipated Retained Income

Drink Sales FMT	
Food Sales FMT	
Accommodation FMT	
FMT = Fair Maintainable Trade	

## Agreement Offered

3 or 5 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 and Co Pub Partners. A long term fully insuring and repairing lease agreement would be considered for a well-funded and experienced applicant. Wells & Co will only grant a tenancy to a limited company. All Directors of the limited company will be required to provide a personal guarantee

## Premises Licence

There is a current premises license in place for alcohol and recorded music, with licensing hours being 10.00 to 00:00 Mon to Sunday. Opening hours Fri & Sat until 1am. Live music indoors to 23:30, except Fri & Sat to 00:00 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)	£2,692
Accountancy Services fees for a nominated accountant	£3,025
Stocktaking Services Six professional stocktakes per annum	£1,200
Rent In the region of (payable monthly in advance)	£26,500

## Anticipated Investment Required

APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings	£20,000
Security Deposit Payable in advance to Wells to cover any charges incurred by your business	£10,000
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	£400
Working Capital Minimum working capital required	£6,000
Stock & Glassware In the region of to cover the value of opening stock	£3,250
Valuers Fee In the region of( paid to valuer) for valuing fixtures and fittings.Minimum working capital required	£800
Advanced Rent In the region of (usually 1 month)	£0
Fixtures & Fittings Estimated valuation to purchase e.g. carpets, curtains, tables and chairs, kitchen equipment	£16,270

