

# 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.

# Business Opportunity



### Key Highlights

- Prominent street corner location in a heavily populated residential area
- Fantastic opportunity to develop and implement a small pub food offer
- One bar operation allowing reduced staffing costs
- Great local reputation with a comprehensive schedule of weekly activity in place
- Well appointed private 3 bed accommodation

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team

### Estimated Costs

Total estimated ingoing costs	£16,850
Annual rent	£19,995



## The Burnaby Arms To Let

66 Stanley Street  
Bedford, MK41 7RU  
[View Pub Details](#)

Be Part of a Winning Team



### Pub Overview

This well establish wet led pub is a one bar operation which includes a relaxed lounge area for customers to enjoy a tranquil drink, along with an area of vertical drinking where customers can enjoy the regular entertainment. There is a great opportunity to introduce a regular food offer to attract new consumers for a bite to eat, prolonging visit times and spend per head.



# The Burnaby Arms



### Location

The Burnaby Arms is located just off the busy Clapham road in a very large residential location in the bustling town of Bedford. Situated prominently within a row of houses near Bedford Park, the pub is in close proximity to a variety of small businesses, local schools and a large very popular sports ground.

### Property

The Burnaby Arms is a two storey corner property with a small rear courtyard including smoking provision. The one bar operation plays host to a comfortable lounge bar with 20 covers and a more traditional entertainment area with pub games. The site has a good sized basement cellar, ground floor bottle store and small kitchen. The domestic accommodation consists a lounge, three bedrooms and bathroom, all in good order.

### Business Potential

With the current business trading wet only, there is great potential to increase weekly sales by implementing a small but traditional food offer and building on the current weekly schedule of activities targeting consumers across Bedford town. From previous experience, based on the style of operation and the location, we would anticipate that the Burnaby Arms has the potential to reach a fair maintainable turnover of £215,050 net per annum, (£4,962 gross per week) with an 95/5 split. Please note that these are estimated figures which are for guidance purposes only.

### Suitable Applicants

The Burnaby Arms would suit a hands on operator committed to providing great hospitality and with the ability to engage with the local community. They would possess key skills to drive sales through a range of engaging weekly activities and have an interest in developing and implementing a traditional small food offer.

# The Burnaby Arms

MAT rolling 12 months to 2020	Total volume (Brewers barrels = 36 gallons)	Barrels (Beers & Stout)	Composite Barrels (cider, wine, spirits, FABs and minerals)
2020	62	52.8	9.4
2019	112	93	19
2018	113.4	90.4	23
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 Wells and Co Pub Partners.

### Premises Licence

There is a current premises license in place for alcohol and regulated entertainment with licensing hours being Monday to Thursday 10am to 11pm, Friday and Saturday 10am to 12 midnight and on Sunday 12 noon to 11pm . 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

<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>£1,820</b>
<b>Accountancy Services</b> Fees for a nominated accountant (in the region of)	<b>£2,600</b>
<b>Stocktaking Services</b> Six professional stocktakes per annum recommended	<b>£1,560</b>
<b>Rent</b> In the region of (payable monthly in advance)	<b>£19,995</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>£16,866</b>
<b>Security Deposit</b> Payable in advance to Wells to cover charges incurred by your business. If your business is to operate as a limited company a bond of £10,000 is required, together with a personal guarantee for all directors	<b>£6,000</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>£500</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>Working Capital</b> Minimum working capital required	<b>£5,000</b>
<b>Stock &amp; Glassware</b> In the region of to cover the value of opening stock	<b>£2,500</b>
<b>Valuers Fee</b> In the region of (paid to valuer) for valuing fixtures and fittings.	<b>£800</b>
<b>Advanced Rent</b> In the region of (usually 1 month) - negotiable	<b>£1,666</b>
<b>Fixtures &amp; Fittings</b> Estimated valuation to purchase e.g. carpets, curtains, tables and chairs, kitchen equipment	<b>£12,000</b>

