

# 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 Charlton Arms, Chilwell



### Key Highlights

- Large open plan one bar operation, fully refurbished in 2019
- Opportunity to drive sales income with new food offering
- Situated in a densely populated area of Chilwell with Large car park and enclosed rear garden
- Lower entry from £8,000
- Large, 2 storey, private accommodation

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team



## To Let

361 High Road  
Chilwell, Nottinghamshire, NG9 5EA  
[View Pub Details](#)

### Be Part of a Winning Team



### Pub Overview

The business currently attracts the local community with a predominantly wet led offering supported by pub games, weekly entertainment and satellite television. There is ample parking along with a large enclosed garden at the rear of the property.



# The Charlton Arms, Chilwell



### Location

Chilwell is a village and residential suburb of Nottingham. The area has good transport links to Nottingham city centre and has all the schools and shops you would expect in a city suburb. The pub itself has great visibility on the High Road.

### Property

The Carlton Arms is a three story brick building in a good state of repair following a full refurbishment in 2019. The pub has a large car park and an enclosed garden to the rear. This is a large open plan one bar operation with over 100 covers. Currently the trade area has screens throughout and various pub games such as darts, pool and quiz machines. The kitchen can be accessed through the bar area on the ground floor and there is a large rear courtyard for storage. The large basement cellar has ample storage space. The private accommodation is very large, set across 2 stories and is in good condition.

### Business Potential

The business predominantly operates with a drinks led retail offer. There is a huge opportunity to implement a more substantial pub food offering, which will pro-long existing visitation and attract new consumers for dining. We believe that the annual net turnover of this business should be in the region of £520k. Please note that these are estimated figures which are for guidance purposes only. Fair Maintainable Trade income: £615,523 - Wet £538,303 & Food £77,220 The Retained Income for the operator for this site will be 32.5% of net weekly turnover on wet sales, 37% on Food & 50% of gaming machine profits. Potential Profit before drawings £34,514 and Machine Share estimated at £9,262

### Suitable Applicants

The ideal operator/s must have a strong and welcoming personality with the ability to build strong relationship with local community groups. It is important that the business offers excellent customer service and a friendly welcome to the locals. The confidence to manage a strong bar trade providing a safe place for all guests combined with the ability to juggle food and wet trade and lead a team by example to deliver very high standards would be highly advantageous. Experience with marketing and financial skills is also essential.

# The Charlton Arms, Chilwell

| MAT rolling 12 months to Sept 2021 | Total volume (Brewers barrels = 36 gallons)  | Barrels (Beers & Stout) | Composite Barrels (cider, wine, spirits, FABs and minerals) |
|------------------------------------|--|-------------------------|---|
| 2021                               | 99   | 88                      | 11  |
| 2020                               | 193  | 167                     | 26  |
| 2019                               | 166  | 144                     | 22  |
| 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 |  |
|-------------|--|
| Food Sales  |  |
| Total Sales |  |

### 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.

### Premises Licence

There is a current premises license in place for alcohol with licensing hours being 9am to 1am Sunday to Wednesday and 9am to 2am on Thursday to Saturday. 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) | £2539 |
| Accountancy Services Fees for a nominated accountant (in the region of)  | £4010 |
| Stocktaking Services Six professional stocktakes per annum recommended   | £960  |
| Rent In the region of (payable monthly in advance)   | £n/a  |

### Anticipated Investment Required

|  |       |
|--|-------|
| APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings  | £7800 |
| Security Deposit 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 | £6000 |
| 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   | £500  |
| Stock & Glassware In the region of to cover the value of opening stock   | n/a   |
| Valuers Fee In the region of (paid to valuer) for valuing fixtures and fittings.   | n/a   |
| Advanced Rent In the region of (usually 1 month) - negotiable  | n/a   |
| Fixtures & Fittings Estimated valuation to purchase e.g. carpets, curtains, tables and chairs, kitchen equipment   | n/a   |