DOLPHIN

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.charleswells.co.uk 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.

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 244423 or via email at retailrecruitment@charleswells.co.uk. 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 Charles Wells the chance to learn more about each other. You will also have the opportunity to present a business plan for the pub for consideration at a 2nd interview. This will help prepare you for your new business venture and you’ll meet a number of key Charles Wells staff. If this is your first tenanted or leased pub, we will also offer the chance to spend time with one of our experienced retailers in their pub.

BUSINESS, FINANCE & MARKETING PLAN & 2ND INTERVIEW
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 (CRISP). This will help prepare you for your new business venture and you’ll meet a number of key Charles Wells staff. If this is your first tenanted or leased pub, we will also offer the chance to spend time with one of our experienced retailers in their pub.

BUSINESS SUPPORT
Charles Wells 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

THE DOLPHIN HIGHLIGHTS
- Established, profitable business with loyal customer base. Site has had two licensees in 31 years
- Attractive garden to front of pub
- Traditional, characterful pub with low ceilings and separate trading areas
- Low rateable value meaning site is exempt from business rates
- Payment plan available for fixtures and fittings

RETAIL DEVELOPMENT MANAGER
The RDM is Gary Layton who can be contacted direct on 07802 499867

BUSINESS OPPORTUNITY

Dolphin

TO LET
The Dolphin, 134 Main Rd, Middleton Cheney, Banbury OX17 2PW
www.charleswellspubs.co.uk/pubs/opportunities

ESTIMATED COSTS
Total estimated ingoing costs £23,466
Annual rent £20,000 pa

BE PART OF A WINNING TEAM

THE DOLPHIN
- Traditional, characterful pub with low ceilings and separate trading areas
- Established, profitable business with loyal customer base
- Liquor sales
- Attractive garden to front of pub
- Payroll support
- Training courses
- Wine List Planning
- Licensing
- Facilities and Compliance review
- Central point of contact through customer helpdesk

PUB OVERVIEW
With a consistently strong level of trade already established by the previous long-term operator, The Dolphin presents an enticing opportunity to take on a popular community-focused local pub. Located in the heart of the village of Middleton Cheney, within easy reach of Banbury’s sizeable population, this large 1717-built ironstone pub forms a key part of the area’s local social scene, has a strong following for TV sport and team games and a reputation for hosting regular charity events. An economical business to run – its low rateable value means the site is exempt from business rates – The Dolphin presents a seriously profitable opportunity for the right operator.
The Dolphin is a very successful business with an established level of trade already. The property is situated at the junction of High Street and Main Road, close to Brackley, between Banbury and Brackley. The Dolphin occupies a prominent location in the village, at the junction of High Street and Main Road.

The Dolphin would suit operators committed to providing great hospitality, with a desire to engage with their local community. The pub’s food offer and build upon its already strong reputation for live sports and community activity. Financial know-how is required to maximise the pub’s profit potential, as is marketing experience in order to promote The Dolphin’s events programme to the wider area.

The current trade is mostly wet and is around £212,000 net per annum. There is room to develop this further by the introduction of different lagers and ales plus there is an opportunity to introduce a basic food offer to complement the current offer. The Fair Maintainable Trade for The Dolphin is £228,381.

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.

We estimate the investment required for this pub would be as follows:

**Security deposit**
- Paid in advance to Charles Wells Pub Company and held to cover credit and rental charges. Note: If the business is to be run as a limited company, personal guarantors from each company director are required. The bond specified is for a sole trader agreement. If it’s below £10,000 it will rise to that amount for a limited company.
- **£6,000**

**Fixtures and fittings**
- Estimated valuation ETBC (paid to the outgoing licensee via the valuer at least 7 days in advance) to purchase carpets, curtains, tables and chairs, kitchen equipment. The successful applicant must rely upon the valuation provided by their appointed licensed trade valuer in relation to the actual sum to be paid.
- **£4,500**

**Stock and glassware**
- In the region of £1,820 pa (paid to value for valuing fixtures and fittings).
- **£400**

**Values fees**
- In the region of £800 (paid to Charles Wells Pub Company) 5 day CRISP induction course mandatory for all licensees. NB £800 for two people.
- **£500**

**Administration fee**
- In the region of £400 (payable to Charles Wells Pub Company in advance) to cover e.g. premises licence changes, solicitors fees and agreement.
- **£400**

**Minimum working capital required**
- £10,000
- **£10,000**

**Advance rent**
- In the region of (usually 1 month)
- **£6,000**

**APPROXIMATE TOTAL**
- **£23,466**

Excludes fixtures and fittings, payment of which can be spread over the period of the agreement. Please note that these are estimated figures, given as a guide only.

**Ongoing costs**
- Rent (payable monthly in advance).
- Service charge in the region of £1,820 pa payable monthly, to include: Callout cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only), NICEIC Electrical Test (tenancies only).
- **£2,600 pa**

**Accountancy fees**
- In the region of £2,600 pa fees for nominated accountant (payable monthly).
- **£2,600 pa**

**Stocktaking services**
- In the region of £1,560 pa we recommend all licensees should have six professional stocktakes per annum.
- **£1,560 pa**

Please note that these are estimated figures, given as a guide only. Goods and services may be subject to VAT.

**DISCLAIMER** This financial data is provided by Charles Wells Limited 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.