FOX & HOUNDS

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 ask any questions you have.

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 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

MISREPRESENTATION ACT 1967
Charles Wells 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.

Charles Wells, The Eagle Brewery, Havelock Street, Bedford MK40 4LU
01234 244423 www.charleswells.co.uk

Charles Wells
BREWING FAMILY SINCE 1876

BUSINESS OPPORTUNITY

SALES SHARE AGREEMENT
Become your own boss

THE FOX & HOUNDS HIGHLIGHTS

- Ready for a new challenge in your career?
- Feeling constrained in your current role?
- Excited to unlock your potential?
- Potential major investment planned including opening into one bar, new toilets, signage
- Large garden with new al fresco area and smoking shelter planned.

RETAIL DEVELOPMENT MANAGER

The RDM is Chris Reed
who can be contacted direct on
07817 016987

Fox & Hounds

TO LET

The Fox & Hounds
1 Milton Rd, Clapham, Bedford MK41 6AP
www.charleswellspubs.co.uk/pubs/opportunities

BE PART OF A WINNING TEAM

The Fox & Hounds is a Charles Wells pub

thePublican Awards 2014 WINNER
thePublican Awards 2015 FINALIST

PUB OVERVIEW

Situated in the heart of the charming north Bedfordshire village of Clapham, the Fox and Hounds currently operates as a two-bar community pub with a charming garden and children's play area. Brimming with potential for further development, we at Charles Wells are keen to work with the right operator on a joint investment project that will see the two existing bars combined into a single zoned trading area, an extension to the kitchen, an entirely new toilet block and a revamping of the extensive beer garden to the rear of the pub. With a prominent position just off the A6 bypass to Rushden and a short drive from central Bedford, the Fox and Hounds is ideally placed to maximise the return on this planned investment.

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FOX & HOUNDS

LOCATION

The Fox and Hounds holds a prominent location in the village of Clapham, which is situated just off the A6 bypass to Rushden The area comprises of a mixture of residential housing and local businesses. Clapham has a population of over 4,500

PROPERTY

- This attractive village pub offers great hospitality and we wish to establish the Fox & Hounds as the 'first choice' for the village and outlying areas. Limited parking to the side of the property.
- We wish to Invest to open up into one trading area with a new L shaped bar. Develop the kitchen, create new toilets, Invest in the garden to create, patio, shelter and quality grassed garden
- The Flat is very spacious and in good condition, might require some decoration. Large Kitchen, Living Room, an Office/Bedroom plus 3 further bedroom & bathroom, recently redecoration shower room and separate toilet

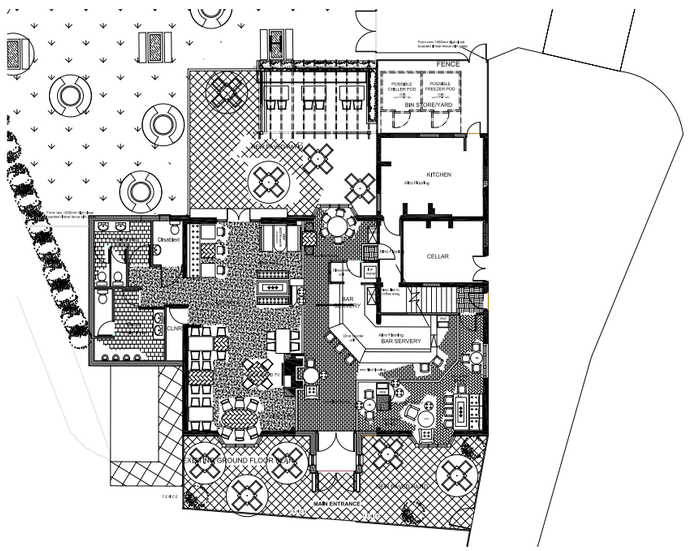
BUSINESS POTENTIAL

- The Fox & Hounds, will still be predominately aimed at the local drinkers and families within the village of Clapham
- The new partners with focus development to bring the Fox & Hounds not only up to date, but also the best wet lead community pub in Clapham and the surrounding villages.
- Good range of Cask Ales, Traditional Food offer targeted at the retired market during the day, and the local residents during the evening and weekend
- Fair Maintain able trade post investment is £468,000 on a 80/20 split wet to food

SUITABLE APPLICANTS

Experienced operators from other managed or tenanted backgrounds with a commitment to great hospitality would suit the Fox and Hounds nicely. As an established, popular yet manageable venue, a focus on traditional pub catering and the motivation to drive a mid-week sales plan would broaden the pub's appeal beyond its established clientele.

LICENSING LAYOUT



FOX & HOUNDS

Month and Year of MAT figures April 2019	Total volume Brewers barrels = 36 gallons	Barrels Beer and Stout	Composite Barrels Cider, wines, spirits, FAB's and minerals
Moving Annual Turnover	177	141	36
Last Year	162	126	36
Previous year	139	106	33
Fair Maintainable Turnover	The Fair Maintainable Trade income Wet £374,400. Food £93,600		

AGREEMENT OFFERED

A 5 year fixed term Sales Sharing agreement is offered with a full tie to buy all drinks (beer, wines, spirits, minerals, stouts and ciders) however all wet stock is supplied & paid for by Charles Wells Ltd.

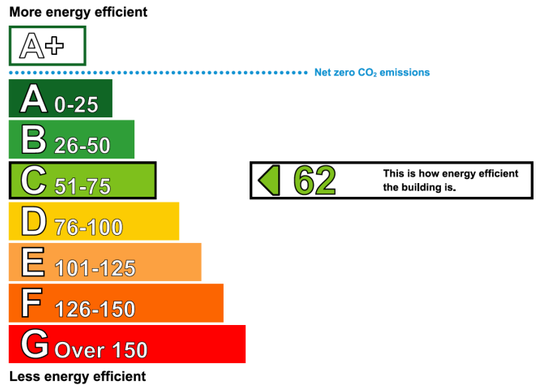
PREMISES LICENCE

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.

BUSINESS RATES

Information about current business rates can be found at www.voa.gov.uk We always encourage our licensees to challenge rates by using Gerald Eve, our nominated specialist.

ENERGY PERFORMANCE



ANTICIPATED RETAINED INCOME

Drink Sales	31%
Food Sales	95%
Room Sales	100%
Gaming Machines	50% of profit

ANTICIPATED INVESTMENT REQUIRED

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

Security deposit in the region of £6,000
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 its below £10,000 it will rise to that amount for a limited company.

Training course fees per person £550
(payable to Charles Wells Pub Company) 5 day CRISP induction course mandatory for all licensees. NB £800 for two people.

Administration fee in the region of £750
(payable to Charles Wells Pub Company in advance) to cover e.g. premises licence changes, solicitors fees and agreement.

Minimum working capital required £2,750

APPROXIMATE TOTAL £10,000
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

Service charge in the region of £2629 pa
payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only), NICEIC Electrical Test (tenancies only).

Accountancy services in the region of £3,210 pa
fees for nominated accountant (payable weekly).
Extra £695 for Limited Company

Stocktaking services in the region of £960 pa
We recommend all licensees should have six professional food stocktakes per annum. Wet stocktakes will be paid for by Charles Wells.

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

Charles Wells
SALES SHARE AGREEMENT
Become your own boss

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