

# WATTS ARMS

## 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](http://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](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 244423 or via email at [retailrecruitment@charleswells.co.uk](mailto: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.

## BUSINESS OPPORTUNITY

## SALES SHARE AGREEMENT

*Become your own boss*

## Watts Arms

### TO LET

The Watts Arms,  
Castlethorpe Rd, Hanslope,  
Milton Keynes MK19 7LG

[www.charleswellspubs.co.uk/pubs/opportunities](http://www.charleswellspubs.co.uk/pubs/opportunities)



### BE PART OF A WINNING TEAM

The Watts Arms is a Charles Wells pub



### PUB OVERVIEW

Located in the charming Buckinghamshire village of Hanslope, a short distance from both Milton Keynes and Northampton, the Watts Arms is a popular village pub with a strong reputation locally for quality beer and an unpretentious yet high quality 'pub grub' food menu. Popular year round, the pub really comes alive in the summer months, when its extensive garden plays host to large gatherings of friends and families seeking to soak up some rays and enjoy a drink or bite to eat. The Watts Arms is also renowned amongst its loyal local following for its events; live sports and regular music nights bring the pub to life, while pool and darts are consistent favourites with the locals.

### THE WATTS ARMS HIGHLIGHTS

- Ready for a new challenge in your career?
- Feeling constrained in your current role?
- Excited to unlock your potential?
- Vibrant village pub with a core of regular trade
- Large & attractive pub garden

### RETAIL DEVELOPMENT MANAGER



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

# WATTS ARMS

## LOCATION

This Watts Arms is located in the centre of the village of Hanslope which is situated on the Bucks/ Northants border, with easy access from the A508 linking Northampton & Milton Keynes. Leave the M1 at J15 and take the A508 towards Milton Keynes. In the village of Roade, turn left at the junction signposted Hartwell/Hanslope. Follow this road, turning right in Hartwell towards Hanslope. Pass through Long Street and into the village of Hanslope, as you approach the mini roundabout, the Watts Arms is on your right.

## PROPERTY

This attractive village pub offers great hospitality established as the 'first choice' for the village and outlying areas. Note - the outbuildings and garden offer further development potential and investment is being considered to refresh both external and internal appearance. The pub has high standard and is a two storey brick built building with tiled roof, barn and outbuilding and large garden to the rear & side of the property. In good order with a central bar serving an L shaped trading area broken down into games, lounge and dining areas. Approximately 35 covers in total, smoking area and a very large garden to the rear with outbuilding. Limited parking to the side of the property



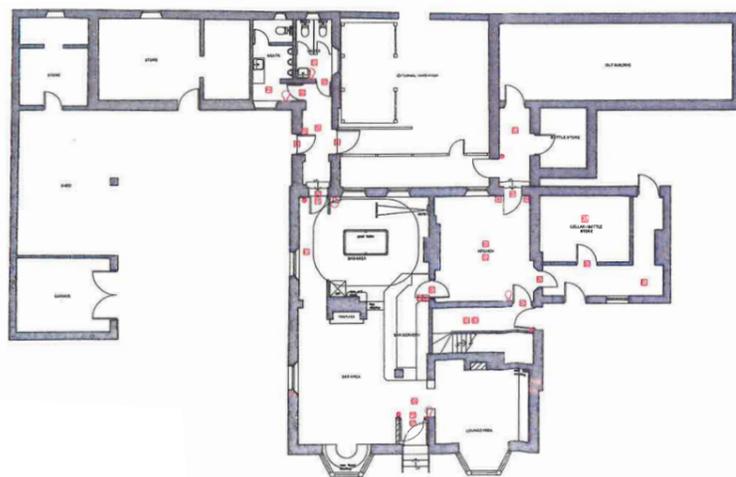
## BUSINESS POTENTIAL

- There is a great opportunity to develop the wet and food side of the business by expanding the real ales portfolio and introducing a traditional food offering to drive lunch time footfall. The fair maintainable trade turnover for the site is £367,567 gross per annum. It is wet led but there is an opportunity to develop a food offer.

## SUITABLE APPLICANTS

The Watts Arms deserves a community-minded operator with a 'hands-on' approach to pub life. The pub's manageable size might make it a great option if you're new to the pub trade, while there remains considerable potential to build on its already consistent trade via an injection of commercial and financial know-how.

## LICENSING LAYOUT



# WATTS ARMS

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	174	139	35
Last Year	177	143	34
Previous year	155	130	25
Fair Maintainable Turnover	The Fair Maintainable Trade income Wet £250,250. Food £56,056		

## 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.

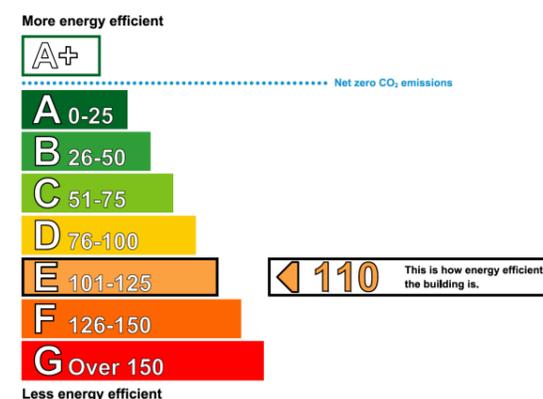
## PREMISES LICENCE

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](http://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	32%
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** **£2,700**

**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*

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.